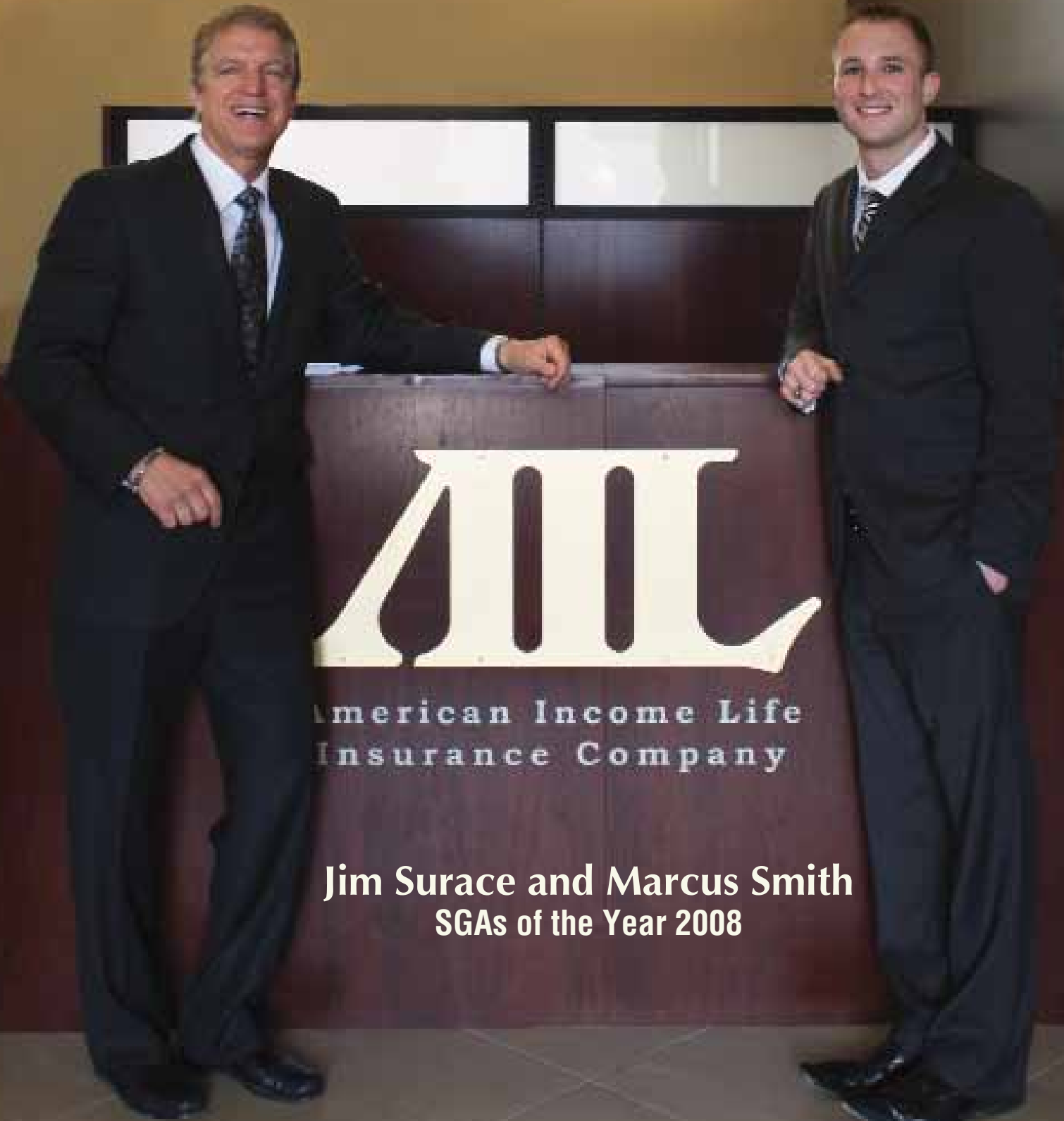




■ spotlight

March 2009 Vol. 42 No. 3



American Income Life
Insurance Company

Jim Surace and Marcus Smith
SGAs of the Year 2008



Roger Smith

*President & CEO
American Income Life & National Income Life*

Rock Solid

You are probably familiar with the notion that a company must establish a strong foundation before it's able to experience substantial growth. Well I believe a successful business is one that never stops building its foundation; sustained growth is possible only through strengthening its core. With every record-breaking month we achieve, we take off toward greater production from a new platform. Journeying to higher benchmarks requires a stronger foundation from which we must launch if we are to gain the necessary momentum. Leadership is at the heart of this foundation.

One way we can see leadership is through top producers who "lead the way" in sales month in and month out. Roghie Hassan Loo, the 2008 Personal Producer of the Year, led the pack smashing all prior personal producer records. Roghie's leadership and fortitude towards her personal success has resulted in a new benchmark that others, I'm sure, will strive to beat. Like Roghie, we have many great top producing leaders in both PR and individual sales, and we commend them on providing a shining example that others can follow.

Other leaders choose the path of managing and leading other agents. Jim Surace and Marcus Smith, for example, continue to lead their organization to extraordinary heights year after year. Last year they had incredible production far exceeding their objectives. It is my honor to announce Jim Surace and Marcus Smith as the 2008 SGAs of the Year. Thank you both for your continual leadership both to your organization and to this company.

And finally, others lead by giving of their seasoned experience and knowledge. Recently I had the honor to sit among the great leaders who make up our Executive Council. The Council is comprised of our top State General Agents who

lead the company in production growth throughout the year. Their ideas, insights, and experience help guide the decisions that are made to drive this company toward our \$250 Million goal. It is a true privilege to be in their presence while we discuss what is best for our mutual growth. Over the years, I have had the opportunity to watch many of the Council members develop into the phenomenal leaders that they are today. Their leadership will help keep AIL/NILICO on track to greater successes on the road ahead.

Leadership is the difference between the company maintaining its status quo and the company achieving record sales and recruiting growth. One of the opportunities available to individuals who want to grow in their leadership roles is the Leadership Development Seminar. The Seminar provides leaders the tools to become more effective and the drive to motivate others. I encourage those with the desire to lead others to participate in the next seminar.

The first quarter is about to end and I am already jumping in my seat to see those final numbers roll in at the end of December. With the great leaders we have on our side, AIL/NILICO will continue to strengthen its rock solid foundation and achieve more phenomenal growth in 2009 and beyond.



American Income Life Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

■ **spotlight**

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SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,427,727.85 in bonuses. For more information on the monthly bonuses, turn to Pages 6 & 7.

Total: \$1,427,727.85

REQUIRED RETENTION RATE

Effective Jan. 1, 2009, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68%
Net to Gross:	78%

DATES TO REMEMBER

Tuesday, April 28, 2009

All business and PR credits must be at the Home Office to count for April production.

MARCH MADNESS

The 4th Annual March Madness Contest for SGAs sparks the determination to reign supreme in the face of tough competition. Who has the ultimate WILL 2 WIN? We'll tell you in April's issue of *Spotlight*.



LOOK FOR ME!



JANUARY-JUNE CONTEST WINNERS

PG. 07



SGA OF THE YEAR

PG. 08



EXECUTIVE COUNCIL

PG. 09



LEADERSHIP DEVELOPMENT SCHOOL

PG. 11



ANNIVERSARIES AND PROMOTIONS

PG. 18

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2010 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top three PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2010 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to New York City, staying at the fabulous Sheraton New York Hotel and Towers, and appearing on stage! The convention will be held May 16-19, 2010.



INDIVIDUAL PRODUCER OF THE YEAR
2008

Personal Producer YTD Record Breaker \$367,548 Net ALP

Roghie Hassan Loo has broken the record for producing the most Net ALP in one year.



Roghie receiving a Top Producer plaque from Scott Smith

Q: What brought you to AIL?

A: After years in the insurance industry and the challenges in seeking out clients, I discovered AIL while surfing the web and the idea of “not looking” for clients was very appealing to me. I found the lead generating system unique and the third party endorsement was the link that was missing in my previous ventures.

Q: What kept you motivated and inspired to achieve this incredible accomplishment?

A: My constant motivation is my Family and without their support I could not have done what I did with AIL. I set my goal early in the year and I shared this with my children. I was in the field on a daily basis, and was available to service the members 24/7 to achieve the Net ALP. I had to keep my mind focused on the task and on the rewards that the company has committed to. Many times the battle was up-hill, but I always kept my goal in sight!

Congratulations, Roghie!

OTHER COMPANY RECORDS AND ACHIEVEMENTS

THERE ARE NO LIMITS!

544 codes for the month of February is **the best month in Company history!**

February Net ALP **\$9,225,104**

2,116 total policies submitted to Home Office for reinstatement (largest one month total) **47%** increase over February 2008

BELIEVE TO ACHIEVE!

Top February reinstating agency: **Cohen-Cohen**

221 total reinstatements including **50** first-year reinstatements

HOW BIG ARE YOU THINKING?



Rob Falvo

Senior Vice President of
Field Operations

The Work of Leadership

When I reflect back on LDS, I try to do so from the perspectives of “Teacher of Leadership” and “Student of Leadership”. I am proud to apply my years of expertise to growing future leaders, and I am equally as proud to be a perpetual student, constantly improving my own leadership skills, thus adding to the value of my leadership knowledge that I pass on to others. As they say, “Great teachers are the best students.”

The speakers at February’s LDS were some of the greatest leaders this company has ever seen. Ask these individuals what their secret to leadership success is and they will answer you simply by saying “hard work.” Behind these two words are years upon years of learning, practicing, and failing with the belief that they would eventually become the leaders they are today.

To lead successfully, a person must demonstrate two active, essential, and interrelated traits: expertise and empathy. Expertise makes you credible and earns you respect. Those you lead know that their success is dependent on following you. They listen to you and they carry out the tasks you ask of them without question because you are knowledgeable and experienced. There is no risk in following you, only reward.

Whereas expertise tells your people that they need to follow you, empathy makes them want to follow you. It tells them that you truly care about their well-being, and you gain their respect because they know you respect them as individuals and as integral parts of the team. They are encouraged to work harder and are inspired to dream bigger—the essentials of great leadership.

In my experience, both expertise and empathy can be deliberately and systematically cultivated; this personal development as both a student and teacher is the first important building block of leadership.

This leadership equation has another vital piece: one’s environment. Leaders are not just shaped by their environments; they reshape their environments to support the cultivation and execution of leadership. Their environments take on leadership lives of their own, with enthusiasm and motivation radiating through the atmosphere. Once a leader sets the environment, he or she steps away and the team members lead each other to high activity and excellence. This can only be achieved through rigorous and systematic organizational development.

The work of leadership, therefore, is both personal and organizational. Personal development is the foundation of great leadership and should be your first focus.

The first step in personal development is to know yourself. You can’t lead others without knowing how to lead yourself. Conduct an honest self-assessment and serious reflection. What is your expertise? What are your strengths—as a leader, a team member, an individual? And just as important, what are your weaknesses and how can you improve?

Agency Director of the Month

Leaders growing leaders!
Bo Gentile

With a 71% production increase of \$261,000 Net ALP over February 2008, Bo is leading the way with his WILL 2 WIN in full effect, qualifying as Agency Director of the Month two months straight. Congratulations on another phenomenal month!



The next step is to learn how and what to communicate. This includes not only good speaking skills but good listening skills and the ability to project and interpret body language. Can you “read” interactions with others? More importantly, do you know how to appropriately respond during these interactions? Here’s a little advice: Silence is a response. Never pass up the opportunity to remain silent.

The third aspect of personal development relates directly to expertise: know your vision. Your vision is your image of the future, what you see yourself achieving. Vision is your motivation to persevere through the tough times that will inevitably come; it is why you have the WILL 2 WIN. What do you seek to accomplish, and what are the steps to get there? How can your expertise most effectively be used to achieve your vision?

When the elements of personal leadership are in place, you can now focus on developing your organization, which begins with shaping the vision for your team. The vision inspires, motivates, and paints the picture of what can become. It demonstrates to your people that you don’t just think they can do it, you truly believe they can do it, to the point that you have an entire vision in your mind of the great things they will accomplish and where it will take the organization. When your team knows you believe in them, they are inspired to exceed their potential and are empowered to lead others on the team to do the same. Remember: While the leader defines the vision, it is the manager and agency force that defines the objectives that move the agency toward the desired outcome.

Now you must educate your team and yourself. Visions are grand outcomes from a lot of hard work and require all members of the team to be on the same page at all times. Managers’ meetings and brainstorming sessions provide opportunities to give and get honest feedback about what is working well and what needs improvement. Advanced training meetings give the proper tools needed to accomplish the vision. Communication unites the team and each member knows his or her role in achieving the team’s vision. Leaders must be accessible, and they must aggressively pursue contact with colleagues and subordinates.

In closing, achieving leadership success is not a mystery. It is, however, the product of continuous, and often strenuous, time-consuming hard work. Leaders are made, not born. I’m convinced that anyone who wants to work hard enough for personal and organizational development can lead. And while the above formula is necessary for leadership, instincts play a large role as well. Leaders must trust their instincts and decisively act on them. If someone works hard at leadership, his or her instincts will tend to be right because they are based on expertise and empathy demonstrated in an environment that fosters great leadership.

Remember the wisdom of Proverbs 12:24, “Work hard and become a leader; be lazy and never succeed.”

BRING ON THE BONUS

PUBLIC RELATIONS BONUS

Qualifier	SGA/Director	Amount
Robyn Ferraro	Joe Manone	\$2,264.25
Mark Gagliardi	Jatoft-Foti	2,138.00
Al Wall	Toronto/Barnett	1,983.55
Timothy Leary	Oldham-Bianchi	1,956.50
Larry Lozano	Jatoft-Foti	1,509.00
Robin Andrade	MA/Kelleher	1,082.40
Marilyn Gonzalez	Jacksonville/Morgan	886.00
Vivian Dwyer	VA/Morgan	884.95
Darrell Dorey	Imran Satti	769.00
Sandra Johnson	Gary Bleier	729.75

LEADERSHIP BONUS

Qualifier	SGA	Amount
Stephen Hill	Steve Friedlander	\$17,071.10
Earneest Powers	Simon Arias	10,057.54
Harjeet Rana	Imran Satti	8,011.34
Ben Halali	Jatoft-Foti	7,568.70
Natalie Lloyd	Sabrina Lloyd	7,258.63
Michael Vasu	Surace-Smith	6,634.64
Dorian Oldham	Oldham-Bianchi	6,627.64
Lorenzo Lameko	Steve Friedlander	6,536.78
David Wang	Bob Olson	6,399.56
Sita Pereira	Steve Friedlander	6,277.66

REINSTATEMENT BONUS

Qualifier	SGA	Amount
Sami Mogannam	Jatoft-Foti	\$3,902.29
David Jackson	Tom Williams	3,452.19
Allan Gilbert	Bob Olson	1,805.10
Lance Martin	Surace-Smith	1,795.28
Anthony Coleman	David Solomonov	1,739.40
Peter Kaplanis	Josh Chalom	1,529.23
Nabil Spahi	Eric Giglione	1,381.83
Frank Kolligian	Slav Bitman	1,364.36
Lawrence Dennis	Paul Rumbuc	1,355.84
Arthur Westergren	Tom Williams	962.36

WORLD'S GREATEST BONUS

Qualifier	SGA	Amount
Bianca Zaragoza	Steve Hartman	\$4,998.18
Max Quasem	Cohen-Cohen	4,034.77
Roghie Hassan Loo	Josh Chalom	3,324.05
Daniel Potilechio	Bob Olson	3,014.10
William Parmeter	Oldham-Bianchi	2,992.26
Kevin Davis	Tom Williams	2,959.27
Brock Lampepe	Altig-Orlovic	2,945.94
Gary Howard	Sabrina Lloyd	2,908.43
Raymond Angeles	Altig-Orlovic	2,763.70
Robert J Dunn	Surace-Smith	2,587.74

bonus total:

\$14,277,727.85

"High achievement always takes place in the framework of high expectation."
-Charles F. Kettering

Top YTD Winners:
LORENZO LAMEKO



Bonus Count*: 5
Bonus: \$3,253.49
Steve Friedlander Agency

NATALIE LLOYD



Bonus Count*: 2
Bonus: \$2,385.69
Sabrina Lloyd Agency

EARNEST POWERS



Bonus Count*: 3
Bonus: \$2,329.07
Simon Arias Agency

RICHARD BLAKE



Bonus Count*: 3
Bonus: \$2,310.03
Steve Friedlander Agency

PATRICK BENDURE



Bonus Count*: 5
Bonus: \$2,304.19
Surace-Smith Agency

January-June MANAGER Contest

Based on
First Time 15%
Bonus Earners

February Winners:

Name	Bonus Count*	Bonus Amount	Name	Bonus Count*	Bonus Amount	Name	Bonus Count*	Bonus Amount	Name	Bonus Count*	Bonus Amount	
Natalie Lloyd	2	\$2,385.69	Ronald Rivera	1	\$310.72	Samuel LaSala	1	\$163.81	Bruce Crowell	1	\$123.29	
Richard Blake	2	2,310.03	Eric Cochran	2	305.56	Jennifer Holliday	1	161.69	I-Perfection Harris	1	119.69	
Andrew Stinnett	3	2,138.81	Melissa Friedman	1	293.02	Michael Ellis	1	160.69	Zeve Katz	1	119.52	
Lorenzo Lameko	3	1,932.19	John McCreary	2	291.17	Steven Stensrud	1	159.96	Dustin Kiss	1	118.75	
Patrick Bendure	4	1,755.84	Christopher Stephens	1	285.23	Tim Schroeder	1	159.86	German Pena	1	117.00	
Rory Crockford	2	1,607.59	Cheryl McLean	2	280.98	Albert Lau	1	156.12	JoAnne Marks	1	116.37	
Volodymyr Derevyanyy	2	1,363.60	Toafa Teo	1	280.70	Brett McCoy	1	156.04	Felix Berger	1	111.33	
Robert Kanaan	3	1,301.63	Crystal Mestres	2	276.12	Stefanos LeBrasseur	1	154.15	Steven Engrav	1	111.33	
Daven Hermosura	1	1,256.70	Robert Vincent	1	273.38	Wendell Dingle	1	153.59	Matt Flores	1	111.10	
Craig Beck	2	1,182.38	Daniel Phares	1	270.00	Paul Johnson	1	149.30	Yadollah Pourjalali	1	111.10	
Norman Candelore	2	1,132.71	Kellen Cuttance	1	269.74	Marino Baca	1	148.23	Matt Pflueger	1	109.41	
Stephen Hill	2	1,117.02	Nicholas Zangardi	1	267.44	Curt Snow	1	147.86	Shawn James	1	109.40	
Michael Bromberg	2	1,068.11	Evan Wicklund	1	265.91	Craig Strompf	2	145.59	Hsiaohsuan Li	1	109.21	
David Wang	3	1,045.14	Cynthia Romero	1	265.23	Sharon Brenner	1	144.90	Byron Paz	1	108.42	
Jared Mlinarich	2	959.37	Timothy Velky	1	262.67	James Hurlburt	1	142.66	Anthony Anderson	1	106.11	
Samuel Cohen	3	813.26	Michael Sheets	2	256.00	Clifton Horton	1	139.37	Alex Hernandez	1	105.73	
Alberto Alcalá	3	728.02	Natalie Linker	1	255.63	Charles Bradley	1	139.10	Maria Esposito	1	105.57	
Mathew MacCannell	1	662.16	Kevin Holtz	1	247.37	Taneshia Solomon	1	138.92	Matthew Melhorn	1	105.51	
Jermaine Gunter	2	647.69	Louis Fani	1	247.36	Michael Cook	1	136.69	Hugo Chavez	1	105.21	
Justin Adams	2	640.46	Denice Copp	1	239.18	Jeremy Welch	2	133.82	Kurt Papenhausen	1	105.15	
Richard Correa	2	634.56	Steven King	1	237.49	Nicholas Bloom	1	133.72	Charles McDonald	1	102.68	
Eric LaBossiere	2	622.92	Roger Melton	2	234.15	Colleen Fisher	1	132.62	Josefina Bernal	1	102.21	
Anita Facundo	2	599.62	Kasali Kotun	1	234.00	Timothy Clark	1	132.21				
Eric Angelino	2	591.20	Karen McQuoid	1	212.95	Kathryn Chaisson	1	132.09				
Taina Lameko	1	584.83	Seth Raymond	1	212.31	Jason Lohring	1	128.35				
Dorian Oldham	2	575.05	Desi Dimitrova	1	210.42	Jose Lomeli	1	127.82				
Andrew Bishop	1	559.59	Wayne Fader	1	202.86	Pamela Ladd	1	126.66				
Tiffany Roland	2	547.76	Brenton Betts	1	200.35	Nicholas Rice	1	126.25				
Bobby Gujral	1	531.82	Dustin Dunlap	1	197.23	Corrie Williams	1	124.00				
Jackie Alston	1	507.77	Moswen Taylor	1	196.35							
Christopher Jordan	2	504.15	William Ray	1	196.06							
Ryan Vopat	1	494.74	Corby Jespersen	1	193.86							
Earneest Powers	1	494.71	James Hill	1	189.65							
Scott Hanna	2	494.04	Roghie Hassan Loo	1	189.48							
Allan Gilbert	3	482.25	Heather Pearce	1	188.30							
David Hausman	2	467.91	Ryan LeBaron	1	187.23							
Michael Vasu	2	464.20	Brett Gryska	1	185.25							
Theresa Setefano	2	450.76	Alek Auxier	1	185.12							
Tasha Tucker	1	434.65	Mitch Duplantis	1	183.60							
Jeffery Thiel	1	429.04	Tracy Haden	1	179.22							
Stephen Jubrey	1	424.62	Ryan Goodwin	1	178.97							
Gevorg Yanukyan	2	424.21	Yvonne Zarathustra	1	176.94							
Arthur Greene	2	411.35	Mark Bleier	1	175.95							
Brenda Anderson	2	401.89	Mark Beckford	1	174.33							
Kevin Appasamy	1	392.76	Marcus Howard	1	172.94							
Danielle Jankowski	1	385.02	Chantal Daigle	1	172.80							
David Guzman	1	355.01	Hal Herman	1	170.78							
David Mellies	1	333.98	William Parmeter	1	170.78							
Harjeet Rana	1	330.04	John Sparby	1	170.10							
Jason LaFayette	2	323.86	Michael Weeder	1	167.35							
Sara Welch	1	323.37	Bradley Weigand	1	167.35							
John McGrath	1	319.91	Shelley Meyer	1	165.85							
Stephanos Afa	1	315.51	Ryan Clark	1	165.02							



TOTAL CONTEST PAYOUT \$101,708.37

Bonus Count*:
the total number of Agents
under the indicated
Manager who have
reached the 15% Bonus
level for the first time.

Our WILL 2 WIN continues to push us forward as we complete our second month of the January - June Manager Contest. As a result of your strong desire to lead, we increased our manager bonuses by 67% in February! Equally impressive is the united effort by the managers to multiply their personal earnings by pushing their recruits to hit their individual goals. Patrick Bendure was able to secure 4 bonus earners in February alone, a huge building block to our overall success. We're off to a great start and looking forward to the continued momentum!

Jim Surace and Marcus Smith SGAs of the Year 2008

YTD Net ALP: \$7,058,560
 % of Net ALP Objective: 136%
 1st Six Mo Agt Prod: \$3,849,786
 % of 1st Six Mo Agt Objective: 145%
 Rtn: 69.9%



The numbers that the Surace-Smith partnership has posted speak for themselves. They have made the state of Ohio the top producing state per capita in the United States and along the way they promoted two brand new successful SGAs and didn't miss a beat. Congratulations on your monumental accomplishment!

"Jim and Marcus, you were and are my dad and brother in this business, so it is an honor to congratulate you on your 'SGA OF THE YEAR' award. As you always quote, 'With God, All Things Are Possible' - that is why you are doing the unthinkable out of Ohio right now. Everything rises and falls on leadership, and I am a better man for having been mentored by you and this company is better by you leading the way. May God continue to bless your agency."

-Simon Arias

"I would like to extend my sincere congratulations to Jim and Marcus for being SGAs of the Year! Their leadership and commitment is unparalleled and have developed me into the leader that I am today."

-Travis Moody

"An incredible year is made up of amazing individual performances, but no one comes close to matching what the Surace-Smith Agency was able to accomplish in 2008! We are not sure if they'll give out an SGA of the decade award, but the Surace-Smith Agency would be at the top of our list."

"Congratulations, Jim and Marcus, on this well-deserved honor."

-Rick Altig and Ilija Orlovic

"I have known Jim Surace for over 25 years and no one has conducted himself more honorably in business, leading his team to new heights. Over the last few years Jim has partnered up with Marcus Smith who has proven to be one of the upcoming stars at AIL. In 2008 they have established themselves as a force to be reckoned with, and helped lead the company to a record year."

-David and Micah Cohen

"Outstanding Job! It is wonderful when a veteran can still lead the pack and train a young partner along the way creating a true lasting legacy. Good things happen to good people, and you are both great people. Congratulations!"

-Josh Chalom

"I cannot think of any two leaders who I admire more than Jim and Marcus. They are truly the best at what they do and continue to inspire me to personally come up higher as a leader! Congratulations guys and thank you for your leadership. This company is so much better off because of the two of you!"

-Eric J. Giglione

EXECUTIVE COUNCIL

2009



Rick Altig



Josh Chalom



David Cohen



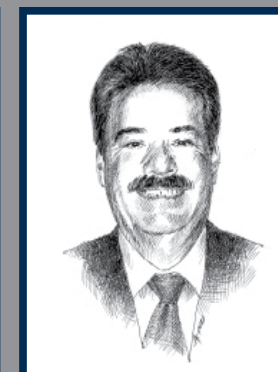
Micah Cohen



Chad Deley



Eric Giglione



Mark Hancock



Ilija Orlovic



Theo Pappas



Marc Rosen



Imran Satti



Marcus Smith



Jim Surace



The company wishes to recognize the members of the 2009 Executive Council. The Council is comprised of our most outstanding State General Agents who have some of the most innovative minds within the Company. Each member represents the true spirit of success, and is committed to the Council's credo of "Continuing the legacy, carrying the torch." Their leadership and direction is, and will continue to be, instrumental toward AIL/NILICO reaching \$250 Million.



Scott Smith
Executive Vice President
& Chief Marketing Officer

Leadership Development Seminar: The Hidden Course

Today, we have a new Leadership Development Seminar where Rob Falvo, Domenico Bertini, and Larry Strong all put in a great deal of effort to provide American Income-based quality instruction for you to make the most of Opportunity Unlimited in today's market. It's truly better than ever.

Not everyone who contracts with AIL/NILICO will choose the management and leadership path. And that's understandable given our Career Agent contract is one of the finest in the industry. But for those who do, the Leadership Development Seminar in McKinney, Texas is the best educational tool short of actual experience itself.

February's LDS was marked with one hundred of the best managers we have ever seen. One hundred individuals with awesome potential and a drive to achieve both financial prosperity and to extend the Opportunity Unlimited invitation to the next wave—I can say the talent curve is definitely where it needs to be. This LDS was different, and it was special.

There are several ways you can gain the knowledge and experience required to provide and pass on the AIL opportunity. You gain first-hand experience from the decisions you make and taking note on how those around you respond. You can read books and listen to tapes, too. But there is one thing you can get from the Leadership Development Seminar that is difficult to get anywhere else—relationships. You are able to establish relationships with your company peers from all over the United States, Canada, and New Zealand. And you know what? These new acquaintances will become friends, many for life.

You work in a successful agency today. Your SGA has provided you with the initial training to understand the fundamentals of recruiting, training, and the bigger picture of what you mean to those who seek your leadership. But experience isn't just what you have lived; experience also comes from understanding there is more than one way to get results. The LDS agenda

lists courses on recruiting and increasing production. Nowhere on this agenda will you read "Building Relationships at LDS." Why? Because it's woven into every hour of every day you attend LDS. It takes place during no set time because it is constant. It is in the relationships you form with those you meet. It's in your discussions, your comparisons of how you get results. You find that maybe your way isn't the best way or isn't the only way. You find that this new friend has another method. You find a new way to get a better result.

You want to be a great leader. You invest time in being a student of leadership, and you invest time in providing leadership to others. You reach out to others to give help and to seek help. This all ties in to relationships. The more people you have in your inner circle, the more access you have to the answer you are seeking. Your inner circle is ultimately shared by all members in your agency. The more ideas on solutions and results-driven methods that you can access, the more successful your agency's activity will be. Don't cheat yourself or those you lead from an expanded and improved inner circle. Strengthening your inner circle strengthens your agency. LDS is the foundation from which you will build a powerful inner circle.

Yes, LDS is a great three-day seminar designed to teach you the fundamentals and it's taught by the top SGAs in the company. But how important can just three days be? How important is the opportunity to establish a relationship with a co-worker to advance your career? How important is it to add a new member to your inner circle that you can call on when you or your agency needs help? How important is making a friend for life?

Relationships. That's what you can't get without attending the next LDS. That's what I call the hidden course of Leadership Development Seminar.



Leadership Development Seminar

Domenico Bertini

This was the largest gathering of new leaders I have ever seen at LDS in my 23 years with AIL. They seemed so hungry for knowledge to make a change in their lives and in their agents' lives. The February LDS confirmed my desire to see this company achieve the \$250,000,000 goal we set for 2014; after seeing the leaders at this LDS, there's no doubt we will shred that number to pieces. To all SGAs, if you really want to be a part of this company's success journey, you will not miss the opportunity to send your upcoming leaders to this seminar.



Jay Newsome & Kim Riley,
McAdams Agency

Marcus Smith, SGA, LDS Speaker

The main differences I've seen in the returning LDS managers are in regards to activity and focus. The first full week after LDS, we had the highest number of group interviews, with a total of over 80 interviews set between all three offices. All managers are now picking up their recruiting levels. They know everyone in the company is shooting for them, and they are ready to carry the torch to take our company to the next level.



Ahmad Hanif and Roger Smith

Marcus Howard, MGA The Surace-Smith Agency

I love our company and wish to express and provide Opportunity Unlimited to everyone I see. When I returned from the Leadership Development Seminar, I met with my leaders to discuss the different ways that we can get this opportunity out to the public, to people who need a new career. It is our duty, our mission, and our vision to grow not only as an agency but as individuals.



Attendees from the Surace-Smith Agency

There was such a high level of professionalism with LDS being held in McKinney. The managers got to see the big picture. No matter what size office you came from, you see how big the company is and where we're going. If you want to take your agency to the next level, sending your managers to LDS is a very easy way to get there.



Jeffery Thiel, The Simon Arias Agency
Recruiting Contest Winner, Guest Speaker
I focused on personal recruiting, RMS, and recruiting for retention. I got my entire team involved so they would take ownership. I technically didn't win the competition; my team did. My advice to everyone is to take just one or two ideas that you learned and master them before moving on. We truly have the GREATEST OPPORTUNITY in the world. Why wouldn't we want to extend it to everyone?

Corey Liles, MGA, The Carla Miller Agency

Overall, the one thing I took back to my agency was intensity. Recruit with intensity, set appointments with intensity, and train with intensity. It's all about how bad you want it and what you are willing to sacrifice to get it.

Michael Yoxtheimer, GA, The Travis Moody Agency

The main thing I took from LDS is that everyone views success differently, and I need to manage my agents based on their talent levels and what they view success to be. The first thing I did when I returned from LDS was meet with my team to simplify everything into four categories that will make us successful: Attitude, Passion, Activity and Professionalism. If we, as a team, perfect each one of these on a daily basis, then there is no way we can fail.

Sabrina Lloyd, SGA, LDS Speaker

When you think of all the things that contributed to AIL/NILICO having a record-breaking 2008, it's clear to me that the people who attended the last LDS played a major role. I was extremely impressed with the strength and stature of the people and energy in the room; February's class taught me that it's great people that give you great results.

This LDS was a unique one for me. I remember when I was a student at LDS in 2006 and the guest SGA speaker was Steve Greer. Now here I am speaking along side of him as an SGA...I think that's what they call a full-circle moment (these happen a lot at AIL/NILICO)! As a student, LDS instilled in me the passion to take this opportunity to another level. It ultimately taught me the importance of sharing this opportunity with other people. As a new SGA, I have definitely benefited from the boost that LDS provides to managers. Sending my two superstar MGAs last year made them shine even brighter. LDS provides a recharging of our batteries and helps to remind us how much we have to be grateful for. If the people at the February LDS are the future leaders of this company, then we will definitely continue to break more records.

Ahmad Hanif, GA The Barry Dillah Agency

I had the opportunity to talk with Sabrina Lloyd, who also came from the Barry Dillah Agency. When you are one of 120 people in a seminar, and there is another person who grew from your agency and now owns her own, and you go to that person and introduce yourself as a part of that team, that "culture" that they, too, came from...it's just an amazing feeling.



Larry Strong
Vice President of
Agency Leadership
Development

Individual Producers



1. Michael Mandella
Tigard, OR



2. Roghie Hassan Loo
Toronto, ON



3. Max Quasem
Los Angeles, CA



4. Gary Howard
New York, NY



5. Kevin Davis
Plantation, FL



6. Daniel Potilechio
Woodridge, IL



7. William Parmeter
Rochester, NY



8. Danielle Olsen
Calgary, AB



9. Samson Adelufosi
Edison, NJ



10. David Gombkoto
Pittsburgh, PA



Ahmad Banat
Huntington Bch., CA



Marilyn Hilaga
Auckland, NZ



Benjamin Page
Omaha, NE

February Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Michael Mandella	\$22,797	75.0	Chris LaFond	Altig-Orlovic	
2.	Roghie Hassan Loo	22,003	69.7	Roghie Hassan Loo	Josh Chalom	
3.	Max Quasem	21,394	89.1		Cohen-Cohen	
4.	Gary Howard	19,373	98	Natalie Lloyd	Sabrina Lloyd	
5.	Kevin Davis	17,773	84	Raphael Bouchereau	Williams-Zophin	
6.	Daniel Potilechio	17,185	94.1	David Wang	Bob Olson	
7.	William Parmeter	16,548	74.8	Hal Herman	Oldham-Bianchi	
8.	Danielle Olsen	16,462	96	Lee Jeffers	Altig-Orlovic	
9.	Samson Adelufosi	16,068	73.6	David Hausman	Eric Giglione	
10.	David Gombkoto	16,054	86	Earnest Powers	Simon Arias	
11.	Ed Olfert	15,957	93.2	Eric LaBossiere	Altig-Orlovic	
12.	Robert J Dunn	15,008	87.8		Surace-Smith	
13.	Omar Hashimi	14,829	71.0		Jatoft-Foti	
14.	Ahmad Banat	14,799	97		Alt-Orl-Stenglein	
15.	Brock Lampee	14,346	83.6	Tiffany Roland	Altig-Orlovic	
16.	Ashley Adams	14,274	96	Tracy Haden	Steve Greer	
17.	Ben Halali	13,633	73.7	Ben Halali	Jatoft-Foti	
18.	Marilyn Hilaga	13,613	100	Richard Blake	Steve Friedlander	
19.	Kevin Hart	13,530	95	Michael Vasu	Surace-Smith	
20.	Tehani Maragos	13,407	84.1	John Collins	Altig-Orlovic	

ALL TIME RECORD: STEVEN STENSRUD \$71,391 Net ALP

YTD Production

*1.	Max Quasem	41,717	89.1		Cohen-Cohen
*2.	Michael Mandella	41,434	75.0	Chris LaFond	Altig-Orlovic
*3.	Brock Lampee	40,863	83.6	Tiffany Roland	Altig-Orlovic
*4.	Roghie Hassan Loo	40,859	69.7	Roghie Hassan Loo	Josh Chalom
*5.	Andrew Haskins	38,876	69.7	Chris LaFond	Altig-Orlovic
*6.	Robert J Dunn	32,560	87.8		Surace-Smith
*7.	Gary Howard	32,553	98	Natalie Lloyd	Sabrina Lloyd
*8.	Mary Ann Gaelic	30,418	77.0	Lawrence Hauck	Steve Friedlander
*9.	James Aalders	30,386	76.5	James Aalders	Imran Satti
*10.	Kevin Davis	30,051	84	Raphael Bouchereau	Williams-Zophin
11.	John Ragozzino	29,974	88	David Goodman	Joshua Goodman
12.	Ashley Adams	28,977	96	Tracy Haden	Steve Greer
13.	Zachary Hart	28,577	90	Zachary Hart	Alt-Orl-Deley
14.	Amanda Beyersdorff	27,312	91	James Cunningham	Surace-Smith
15.	Sean Lacroix	27,146	68.6	Sean Lacroix	Altig-Orlovic
16.	Freida Yakubov	26,974	83.9	Scott Hanna	Williams-Zophin
17.	Omar Hashimi	26,668	71.0		Jatoft-Foti
18.	Lily Tchen	25,800	81.9	David Iriye	Cohen-Cohen
19.	William Parmeter	25,495	74.8	Hal Herman	Oldham-Bianchi
20.	Elvis O'Banor	25,199	79.0	Elvis O'Banor	Eric Giglione

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP

IceBreakers

1.	Ahmad Banat	14,799	97		Alt-Orl-Stenglein
2.	Marilyn Hilaga	13,613	100	Richard Blake	Steve Friedlander
3.	Benjamin Page	12,107	96	Billy Wilder	John Akers

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

Supervising Agents



1. Theresa Setefano
Auckland, NZ



2. Calvin Moore
Edison, NJ



3. Jason LaFayette
Long Island City, NY

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Theresa Setefano	\$24,405	\$34,906	97		Lorenzo Lameko	Steve Friedlander
2.	Calvin Moore	21,864	25,913	84		David Hausman	Eric Giglione
3.	Jason LaFayette	21,475	21,535	88		Jermaine Gunter	Marc Rosen
4.	Eric Angelino	19,114	25,847	96		Craig Beck	Matthew Hogar
5.	Dustin Dunlap	17,936	25,950	100		David Guzman	Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt

ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

YTD Production

*1.	Calvin Moore	41,978	46,378	84		David Hausman	Eric Giglione
2.	Toafa Teo	32,894	49,988	95		Lorenzo Lameko	Steve Friedlander
3.	Theresa Setefano	30,267	54,881	97		Lorenzo Lameko	Steve Friedlander
4.	Jason LaFayette	29,077	30,066	88		Jermaine Gunter	Marc Rosen
5.	Nicholas Rice	26,458	35,578	100		Patrick Bendure	Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt

ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

General Agents



1. Sita Pereira
Auckland, NZ



2. Magda Figueiredo
Edison, NJ

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Sita Pereira	\$105,358	\$131,039	99		Stephen Hill	Steve Friedlander
2.	Magda Figueiredo	40,071	45,485	94		Mark Beckford	Eric Giglione
3.	Thomas Vena	37,618	40,133	87		Earnest Powers	Simon Arias
4.	Daniel Orr	34,820	53,151	90		Robert Kanaan	Imran Satti
5.	Alan Weissen	32,225	43,174	85		David Hausman	Eric Giglione
6.	Jamison Weatherspoon	31,125	44,249	98		James Cunningham	Surace-Smith
7.	Maria Greene	30,557	33,808	68.2		Desi Dimitrova	Allan Jennings
8.	Mark Ziemianski	28,520	30,354	85		Earnest Powers	Simon Arias
9.	Anita Facundo	27,048	44,403	94			Paul Rumbuc
10.	Shawn James	26,969	42,929	93		Patrick Bendure	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$195,544 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$208,278 Net ALP

YTD Production

*1.	Sita Pereira	166,934	217,336	99		Stephen Hill	Steve Friedlander
*2.	Alan Weissen	68,861	83,021	85		David Hausman	Eric Giglione
*3.	Francisco Zarathustra	65,123	89,523	96		Yvonne Zarathustra	Cohen-Cohen
*4.	Thomas Vena	64,672	71,722	87		Earnest Powers	Simon Arias
*5.	Magda Figueiredo	63,119	71,526	94		Mark Beckford	Eric Giglione
6.	Daniel Orr	60,071	87,888	90		Robert Kanaan	Imran Satti
7.	Shawn James	59,998	82,770	93		Patrick Bendure	Surace-Smith
8.	Mark Ziemianski	58,928	61,904	85		Earnest Powers	Simon Arias
9.	Jamison Weatherspoon	57,492	80,637	98		James Cunningham	Surace-Smith
10.	Maria Greene	46,035	50,130	68.2		Desi Dimitrova	Allan Jennings

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Stephen Hill
Auckland, NZ



2. Francisco Perez
Flushing, NY



3. Natalie Lloyd
New York, NY



4. Michael Vasu
Cleveland, OH



5. Lorenzo Lameko
Auckland, NZ

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Stephen Hill	\$129,255	\$157,895	98		Steve Friedlander
2.	Francisco Perez	63,045	106,419		75.0	Theodore Pappas
3.	Natalie Lloyd	61,903	63,226		72.6	Sabrina Lloyd
4.	Michael Vasu	55,016	91,408		74.2	Surace-Smith
5.	Lorenzo Lameko	54,640	86,522	95		Steve Friedlander
6.	Daniel Phares	44,277	46,413		68.5	Scott Keeney
7.	David Hausman	43,775	89,708		68.0	Eric Giglione
8.	David Wang	42,795	96,125		74.0	Bob Olson
9.	Patrick Bendure	39,744	88,132		70.9	Surace-Smith
10.	Brett Gryska	39,414	68,576		73.6	Oldham-Bianchi

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt
ALL TIME RECORD: JEFF RIBMAN \$364,483 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Stephen Hill	213,431	265,862	98		Steve Friedlander
*2.	Lorenzo Lameko	118,066	179,827	95		Steve Friedlander
*3.	Natalie Lloyd	104,943	111,482		72.6	Sabrina Lloyd
*4.	Michael Vasu	95,018	161,757		74.2	Surace-Smith
*5.	Francisco Perez	89,385	151,102		75.0	Theodore Pappas
6.	Patrick Bendure	83,688	162,180		70.9	Surace-Smith
7.	Daniel Phares	80,930	86,658		68.5	Scott Keeney
8.	David Hausman	80,321	146,940		68.0	Eric Giglione
9.	Brett Gryska	69,747	128,497		73.6	Oldham-Bianchi
10.	David Wang	69,454	151,857		74.0	Bob Olson

ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$222,669	\$291,032	70.4		Steve Friedlander
2.	David Hausman	150,132	239,213	68.8		Eric Giglione
3.	Sonny Gurney	117,539	257,119	71.0		Paul Rumbuc
4.	Eric LaBossiere	104,009	176,519	77.4		Altig-Orlovic
5.	Michael Vasu	85,947	172,615	70.9		Surace-Smith

ALL TIME RECORD: JIM BIANCHI \$250,884 1st Six Mo Agt
ALL TIME RECORD: JIM BIANCHI \$470,822 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	396,324	521,872	70.4		Steve Friedlander
*2.	David Hausman	262,297	404,966	68.8		Eric Giglione
3.	Sonny Gurney	223,692	484,932	71.0		Paul Rumbuc
4.	Eric LaBossiere	179,722	346,798	77.4		Altig-Orlovic
5.	Michael Vasu	139,420	312,903	70.9		Surace-Smith

ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP

Public Relations



Larry Lozano
CATEGORY I
San Jose, CA



Viki Farr
CATEGORY I
Troy, MI



Robin Andrade
CATEGORY II
Malden, MA



Jessica Ingerick
CATEGORY II
Baltimore, MD



Leo VanDenBussche
CATEGORY III
Winnipeg, MB



CJ Briggle
CATEGORY III
Phoenix, AZ



Sue Akers
CATEGORY IV
Omaha, NE



Robyn Ferraro
CATEGORY IV
Menomonee Falls, WI

PR Director of the Quarter



Tim Farr

Category	Rank	Name	Production in Cards	SGA/Director
I	1.	Larry Lozano	3,390	Jatoft-Foti
	2.	Viki Farr	2,904	Paul Rumbuc
	3.	Al Wall	2,280	ON/ Daryl Barnett
	4.	Mark Gagliardi	2,027	Jatoft-Foti
	5.	Gary Rothman	1,146	Los Angeles/ Rachele Valdez
II	1.	Robin Andrade	1,470	MA/ Susan Kelleher
	2.	Jessica Ingerick	1,230	DC/ Laurie Onasch
	3.	Timothy Leary	1,116	Oldham-Bianchi
	4.	Nicole Pate	881	Chris Hernandez
	5.	Brett Hulme	723	GA/ Patti Morgan
III	1.	Leo VanDenBussche	2,641	MB/ Jacqueline De Vooght
	2.	CJ Briggle	1,196	AZ/ Rachele Valdez
	3.	Jason Beckman	1,171	KY/ Tim Farr
	4.	Janis Pitts	639	LA/ Patti Morgan
	5.	Lou Nell Busby	626	KY/ Tim Farr
IV	1.	Sue Akers	2,906	John Akers
	2.	Robyn Ferraro	2,032	Joe Manone
	3.	Kenneth Altizer	1,850	WV/ Tim Farr
	4.	Glen Hardeman	1,060	St Louis/ Patti Morgan
	5.	Jacqueline Lowe	834	AB/ Jacqueline De Vooght

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

Category	Rank	Name	Production in Cards	SGA/Director
I	*1.	Al Wall	4,646	ON/ Daryl Barnett
	*2.	Larry Lozano	3,511	Jatoft-Foti
	3.	Mark Gagliardi	3,038	Jatoft-Foti
	4.	Viki Farr	2,938	Paul Rumbuc
	5.	Gary Rothman	2,464	Los Angeles/Rachele Valdez
II	*1.	Robin Andrade	3,709	MA/ Susan Kelleher
	*2.	Jessica Ingerick	2,357	DC/ Laurie Onasch
	3.	Timothy Leary	1,484	Oldham-Bianchi
	4.	Nicole Pate	1,301	Chris Hernandez
	5.	Marilyn Gonzalez	1,038	Jacksonville/ Patti Morgan
III	*1.	Leo Vandenbussche	5,369	MB/ Jacqueline De Vooght
	*2.	CJ Briggle	1,858	AZ/ Rachele Valdez
	3.	Tiffany Mambery	1,588	CO/ Rachele Valdez
	4.	Mark Flemm	1,559	PA/ Tim Farr
	5.	Lou Nell Busby	1,340	KY/ Tim Farr
IV	*1.	Sue Akers	3,327	John Akers
	*2.	Kenneth Altizer	3,296	WV/ Tim Farr
	3.	Jacqueline Lowe	3,080	AB/ Jacqueline De Vooght
	4.	Robyn Ferraro	2,871	Joe Manone
	5.	Paul Winslow	1,981	St Louis/ Patti Morgan

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

Public Relations categories are as follows:
 Category Population
 1 over 8,500,000
 2 6,500,000 to 8,499,999
 3 4,000,000 to 6,499,999
 4 Under 4,000,000

Regional General Agents



1. Taina Lameko
Auckland, NZ



2. David Hausman
Edison, NJ



3. Sonny Gurney
Troy, MI

State General Agents

Category IX SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

1st Six Month Agent

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
February Production	I Surace-Smith	68.2		\$287,392	\$270,000	106
	Eric Giglione	69.2		173,474	178,000	97
	Cohen-Cohen	77.0		157,091	169,000	93
III Simon Arias	69.6		123,575	126,000	98	
V Sabrina Lloyd	81		86,895	52,000	167	
IX Alt-Orl-Stenglein	87		33,116	26,000	127	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
YTD Production	I Surace-Smith	68.2		575,145	540,000	107
	II Steve Greer	69.4		209,481	234,000	90
	III Simon Arias	69.6		238,962	252,000	95
	V Sabrina Lloyd	81		158,168	104,000	152

Net ALP

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
February Production	I Surace-Smith	68.2		\$572,272	\$520,000	110
	Eric Giglione	69.2		333,200	347,000	96
	Cohen-Cohen	77.0		312,096	338,000	92
	Paul Rumbuc	71.0		274,279	303,000	91
	II Josh Chalom	70.1		212,130	220,000	96
III Williams-Zophin	97		194,674	204,000	95	
Imran Satti	70.7		179,539	195,000	92	
Alt-Orl-Deley	71.7		193,053	210,000	92	
Joe Manone	77.1		188,152	210,000	90	
V Sabrina Lloyd	81		98,246	86,667	113	
Steven DiChiaro	80		124,534	130,000	96	
VIII Gary Bleier	80.0		51,549	52,000	99	
IX Alt-Orl-Stenglein	87		58,163	43,333	134	
David Melcher	93		44,610	43,333	103	
Gregory Engrav	98		41,892	43,333	97	

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
YTD Production	I Surace-Smith	68.2		1,115,687	1,040,000	107
	Cohen-Cohen	77.0		639,081	676,000	95
	II Josh Chalom	70.1		432,536	440,000	98
	III Williams-Zophin	97		194,674	204,000	95
	Imran Satti	70.7		368,358	390,000	94
	Alt-Orl-Deley	71.7		391,224	420,000	93
	V Sabrina Lloyd	81		176,304	173,334	102
	VIII Gary Bleier	80.0		94,200	104,000	91
	IX Gregory Engrav	98		41,892	43,333	97
Alt-Orl-Stenglein	87		80,473	86,666	93	



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Simon Arias
CATEGORY III



Sabrina Lloyd
CATEGORY V



Rick Altig
CATEGORY IX



Ilija Orlovic
CATEGORY IX



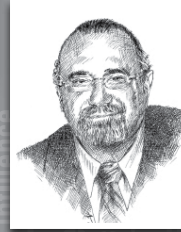
Ryan Stenglein
CATEGORY IX



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Josh Chalom
CATEGORY II



Tom Williams
CATEGORY III



David Zophin
CATEGORY III



Sabrina Lloyd
CATEGORY V



Gary Bleier
CATEGORY VIII

Top Rookie



Sabrina Lloyd

**February 2009
1st Six Month Agent**

Category V

Net to Gross	81
1st Six Mo Agt	\$86,895
1st Six Mo Obj	\$52,000
% of Obj	167

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of 1st Six Mo Agt Objective for the featured month.

Top Rookie



Ryan Stenglein

**February 2009
Net ALP**

Category IX

Net to Gross	87
Net ALP	\$58,163
Net ALP Obj	\$43,333
% of Obj	134

The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of Net ALP Objective for the featured month.

Promotions

State General Agent	Jeffrey Jacobsen	Shannon Andrews	Ryan Clouse	Maureen Feeney	Marcus Noel
Jose Lopes	Daniel Jones	Thomas Baeurich	Joshua Eckert	Donald Fitzgerald	Glenn Normand
Regional General Agent	Stacie Jones	Charles Bradley	Colin Gibson	Melody Foy	Eugenio Pavon
Cheryl Foti	Aaron Latham	Kevin Brown	Jeremy Harbin	Keyston Franklin	Michael Perez
Christopher Jordan	Martina Laufenberg	Bryan Dickens	Mark Harhager	Schuyler Frazier	Gilbert Pollock
Maurice Jordan	Jason Marlow	Caleb Douce	Brianne Jablow	Cyndra Gather	John Ragozzino
Matthew MacDonald	Harold Miner	Jennifer Duke	Scott Kim	George Harlan	Nicole Rayner
Matt Pflueger	Jennifer Mitchell	Manuel Gogolin	Caffery Lane	Gary Howard	Victor Rodos
Cathy Thompson	Justin Nevitt	Frederick Greene	Michael McCoy	Michael Isaac	Stephen Scheri
Leon Thompson	Elvis O'Banor	Ahmad Hanif	Nancy Myers	Justin Jonsdottir	Melissa Schroeder
Ryan Tucker	Peter Patrie	Jose Harb	Jamie Rutan	Belinda Juri	Kilisimasi Segal
Marc Younger	Mary Roadruck	Kyle Klipp	Fernando Siorida	Paul Kagarise	Sepia Smith
Master General Agent	Daniel Umbertone	Dustin LaRoche	Travis Williams	Timothy Kieran	Carissa Steinburg
James Aalders	Christopher Williams	Lance Martin	Supervising Agent 52.5%	David Kopp	Danielle Swehla
Brent Arbour	Jesse Zwack	Mark Myles	Xavier Baudoin-Dajoux	Brianna LaMonica	Elizabeth Taylor
Brenton Betts	General Agent 60%	Jalal Nabiyeve	Kimberly Bautista	Mark Lindenmann	Troy Turnbow
Harmandus Buckle	John Hughes	Darren Osenbaugh	Josefina Bernal	Steven Lucero	Bruce Viaje
Ericson Caneso	Glyn Hurst	Chad Panzer	Moucef Boudhaimi	Carol Maina	Timothy Vizeau
Anthony Christman	Ardith Jefferson	Javier Sandoval	Crystal Cannon	Michal Majewski	Debra Walton
Anthony Coleman	Hasheim Jones	Cynthia Sittig	Marvin Chalwe	Charles McDonald	Jan Ward
Cindy Craven	Norbert Medina	Jonathan Tucker	Peter Chan	Mark McGuigan	Harley Williams
Norma Crawford	Abolfazl Mohammadi	Supervising Agent 55%	Stephanie Cox	LaDawn Meador	
Bruce Crowell	Pauline Ruff	Ashley Adams	Chantal Daigle	Eric Meyer	
Daniel Eggers	Asghar Sajjad	Hilda Ames	Asa Davis	Jean Moser	
Bradley Ellison	General Agent 57.5%	Claudia Baba	Kevin Davis	Adrian Moye	
Cory Friedman	Joseph Adams	John Bacaron	Jason Evans	John Murphy	
Sundeep Grewal	Justin Adams	George Campsall	Michelle Faber	John Nichols	

Anniversaries

27 Years of Service Gary Bleier, SGA	6 Years of Service Philip Anderson, MGA	Matt Pflueger, RGA	Christopher Benigni, SA	Elvis O'Banor, MGA
23 Years of Service William Verbeten, PR	Rachel Arenas, RGA	Bianca Zaragoza, AGT	Michael Brown, MGA	Kurt Papenhausen, GA
19 Years of Service Brenda DiSomma, PR Kenneth Madden, AGT	Michael Bromberg, MGA	2 Years of Service Christopher Babel, MGA	Craig Byer, AGT	Earnest Powers, MGA
18 Years of Service Roger Fung, RGA Kelly McDonald, MGA	Omar Hashimi, AGT	Maryna Danielian, GA	Leticia Carranza, AGT	Lynwood Randolph, SA
13 Years of Service Steven Engrav, RGA	Adam Kahn, AGT	Alvin Hagens, MGA	Jamie Christopher, AGT	Jacqueline Reim, SA
11 Years of Service Randy Stockley, PR	James Larkin, AGT	Evan Holzhauser, MGA	Bernard Coffey, GA	Shermeka Richards, AGT
10 Years of Service Bob Olson, SGA	David Solomonov, SGA	Lionel Hurst, AGT	Wendy Cox, AGT	Kimberly Riley, GA
9 Years of Service Rob Hay, SGA Earnest Loveless, AGT	5 Years of Service Mitch Duplantis, RGA	Corby Jespersen, MGA	Bruce Crowell, MGA	Vianney Ruiz, SA
8 Years of Service Jean Brinkmann, AGT Scott Florin, AGT	Iryna Sushkova, AGT	Rencel Jones, MGA	Jera Culbert, SA	Alexander Scott, SA
Rebecca Klebsch, RGA	Hovhannes Ter-Martirosian, RGA	Maurice Jordan, RGA	Bruce Davis, MGA	Theresa Setefano, SA
Krista Thieme, AGT	Michael Zorn, MGA	Dustin Klingebiel, AGT	Joseph Flynn, GA	Neville Shahukar, AGT
Benjamin Van Fossen, AGT	4 Years of Service Corey Carbon, RGA	Jeff Lamar, SA	Mary Ann Gaelic, AGT	Sheku Sheriff, SA
7 Years of Service Fran Christie, PR	James Isip, AGT	Keith Litterst, AGT	Cacia Galiano, SA	Linda Stadler, PR
John McGrath, RGA	Felili Maiava, AGT	Delaunda Milner, MGA	Wayne Green, SA	Ronald Starr, GA
Russ Morris, MGA	Clayton Menezes, SA	Emil Mohareb, SA	Tina Grzeca, SA	Regina Stingley, SA
Herivelto Pereira, AGT	Rickie Sasser, AGT	Kevin O'Connor, PR	Teresa Heupel, AGT	Jose Tavera, AGT
Brenda Stipanovich, PR	John Sparby, RGA	John Olson, SA	Daniel Johnson, AGT	Giselle Thomas, AGT
	Andrea Yee, AGT	Michael O'Rourke, MGA	Anthony Kinzler, AGT	John Tippet, AGT
	3 Years of Service Brian Blair, AGT	Arnold Pacleb, SA	Phillip Kogel, AGT	Jonathan Unger, SA
	Richard Carter, AGT	Jonathan Russell, MGA	Marsela Kresic, SA	Kristi Vang, GA
	Blanton Harper, GA	Atta Saleh, MGA	Peter Kwiatkowski, AGT	Bernard Weaver, PR
	Debra Hurd, PR	Lee van Delft, GA	Brock Lampe, AGT	Evan Wicklund, SA
	Renee Jeffries, GA	Huihann Wee, SA	Gabriel Manzo, AGT	Franlisa Williams, SA
	Josh Killian, GA	Averyll West-Washington, GA	Matthew Marshall, AGT	Shaun Williams, AGT
	Taina Lameko, RGA	1 Year of Service Rhelda Allen, AGT	Jeri Moore, AGT	Carlos Yearwood, SA
	Ryan Nishio, RGA	Brenda Anderson, MGA	Thomas Moore, AGT	
	David Orrico, MGA	Renee Anderson, MGA	Juan Morales, AGT	
		Joshua Atwood, AGT	Matthew Nereng, AGT	
		Ini Augustine-Akpan, AGT	Steven Newell, AGT	
			Leila Newman, AGT	
			Rashelle Nugent-Smith, AGT	

PR Promotions

Congratulations to our newly promoted PR Managers!



Erica Dalager
MN, IA



Beth Farm
LA, AR



Denise Gilbert
IL



Laura Mackin
MB, AB, SK, MT, ND, SD



Billy Sauers
FL



Linda Stadler
OH

Competition among the managers will be fierce as they each prepare to "lead the way." Check out April's issue of *Spotlight* to see which of our PR Managers earned a top rankings spot.

Malka Arony
Jay Bentley
David Blaisdell
Becky Cutler
Erica Dalager
Beth Farm
Susan Fuldauer
Denise Gilbert
Chuck Hill

John Keliher
Cindy Layton
Kathy Loughran
Laura Mackin
Billy Sauers
Linda Stadler
Brenda Stipanovich
JT Tasker
Shannon Walker

Direction



Debbie Enstedt

Vice President of Public Relations Field Operations

Heading Into the Ring Prepared

The company is excited about the great things happening in PR. The WILL 2 WIN is necessary in every round, but this round is different. In 2009, everyone will be in the ring. Centralization will be complete and we will be responsible for company-wide lead generation.

The bell has sounded. I want you to know we are heading into the ring prepared.

- The PR Directors and Managers have strategically developed plans for all areas.
- A PR School will be held in McKinney, Texas on March 30th through April 2nd. Denise Bowyer and I will be conducting training and putting the new hires through the paces. The end result will be us sending 40 brand-new PR Representatives home ready to jump in the ring with their Directors and Managers.
- Our goal: sign 3,500 groups and produce 1.35 million leads.
- We have a new bonus plan based on growth, and brand-new categories for PR Rankings. The competition is heating up and it will be a fierce competition with over 200 PR Reps.
- We are more politically active and connected to D.C. than ever before. The legislation for EFCA is getting introduced in Congress and the PR Team is proud to have played an active role in signing over 200 businesses that support the Employee Free Choice Act. Supporting the labor movement in this fight is a win for all.

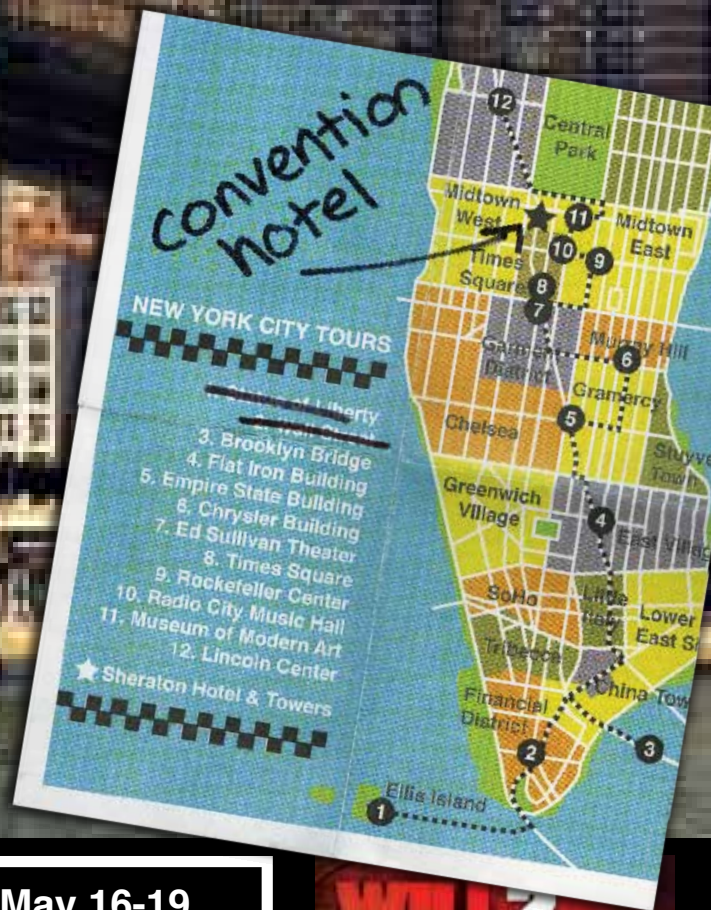
How will I personally measure if we win this year? What will determine if we are champions?

- Centralization is completed.
- The SGAs, Managers, Agents, and Public Relations Team are a cohesive unit.
- Each area has lead growth.
- 1.35 million leads.

Now let me ask you: What will winning look like for you?



After its opening in 1883, the Brooklyn Bridge was feared to soon collapse. P. T. Barnum squashed this rumor by leading his circus of 21 elephants over the bridge.



New York City Tours:
Here we are at the Brooklyn Bridge! Next stop: the Flat Iron Building.



2010 Convention: May 16-19
Stay at the Sheraton New York Hotel & Towers
For complete Convention Qualifications, go to:
www.aillife.com/agency/spotlight/maingtl.htm



Leadership Bonus

Total: \$470,104.20

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Stephen Hill	\$17,071.10	Christian Chenier	\$2,659.03	James Hill	\$1,353.97	Timothy Velky	\$770.28
Earnest Powers	10,057.54	Doreen Ryan-Foti	2,648.42	Michael Bromberg	1,339.04	Dennis Titcombe	768.02
Harjeet Rana	8,011.34	David Iriye	2,637.27	Nicholas Zangardi	1,335.97	Hyungjun Kae	763.08
Ben Halali	7,568.70	Rodney Ward	2,611.98	Eric Angelino	1,326.49	Michael Romeo	762.44
Natalie Lloyd	7,258.63	John Collins	2,555.08	Christopher Stephens	1,290.14	Jason LaFayette	762.07
Michael Vasu	6,634.64	Danielle Jankowski	2,507.30	Alex Gonzales	1,281.79	Anthony Theriault	760.31
Dorian Oldham	6,627.64	Daniel Orr	2,485.94	Christopher Jordan	1,274.59	Sharon Brenner	749.81
Lorenzo Lameko	6,536.78	Tracy Haden	2,388.64	Mercedes Ayala	1,261.17	Kurt Papenhausen	744.63
David Wang	6,399.56	Eric LaBossiere	2,370.79	Robert Hamilton	1,199.43	Shelley Meyer	740.78
Sita Pereira	6,277.66	Sarai Castanon	2,351.01	Magda Figueiredo	1,171.32	Timothy Dawe	728.57
Craig Beck	6,091.55	Norman Candelore	2,322.70	Taneshia Solomon	1,159.44	Nicholas Engrav	723.90
Bobby Gujral	5,712.92	Marino Baca	2,313.91	Paul Samra	1,152.53	Albert Lau	720.43
Volodymyr Derevyany	5,596.89	Christopher Williams	2,295.13	John Franklin	1,150.39	Corby Jespersen	718.09
Francisco Perez	5,575.68	Wayne Fader	2,280.04	Anita Facundo	1,142.14	Wendell Dingle	717.04
Samuel Cohen	5,511.65	Zeve Katz	2,247.58	Daniel Walton	1,138.58	Mark Ziemianski	716.35
David Hausman	5,141.78	David Goodman	2,214.23	Ryan LeBaron	1,130.59	Karen McQuoid	715.05
Daven Hermosura	5,105.30	Eric Cochran	2,201.01	Michael Laramie	1,123.18	Susan Cooksey	709.35
Robert Kanaan	5,045.08	Jermaine Gunter	2,196.19	Justin Adams	1,117.51	Jennifer Duke	704.83
Patrick Bendure	5,032.11	Mark Bleier	2,189.30	Jamison Weatherspoon	1,073.57	Maryna Danielian	701.09
Richard Blake	4,954.53	Ryan Vopat	2,187.01	Kathryn Chaisson	1,068.94	Matthew Lukesh	698.63
Billy Wilder	4,571.99	John McGrath	2,185.85	Jay Meyer	1,065.55	Joshua Richmond	698.54
Robert Vincent	4,561.51	Natalie Linker	2,180.77	Samantha Chui	1,037.48	Heather Pearce	686.18
Daniel Phares	4,410.90	Sara Welch	2,179.44	London Burnett	1,029.30	Travis Eick	676.07
Jeffery Thiel	4,376.24	David Guzman	2,168.85	Abolfazl Mohammadi	1,002.68	Christopher Keller	673.37
Tiffany Roland	4,118.34	Richard Sprigg	2,164.22	Theresa Setefano	997.76	Brenton Betts	672.62
Roghie Hassanloo	3,918.07	Paulo Rosa	2,145.64	Andrew Bishop	989.89	Toafa Teo	672.48
Timothy Matteson	3,843.76	Mathew MacCannell	2,140.40	Michael Boyer	987.52	Cory Friedman	667.18
Stephen Jubrey	3,793.82	Lee Jeffers	2,061.43	Bradley Weigand	986.05	John Szoka	661.20
Brett Gryska	3,793.29	Tim Schroeder	1,970.84	Ardith Jefferson	974.98	Kyle Klipp	661.00
Richard Correa	3,746.77	Gevorg Yanukyan	1,925.95	Matt Pflueger	958.36	Anne Powihongi	655.83
Mitch Duplantis	3,545.83	Kellen Cuttance	1,863.85	Pamela Ladd	923.98	Anthony Mutter	651.51
Taina Lamcko	3,406.73	Moswen Taylor	1,826.58	Tod Brown	914.27	Ryan Goodwin	651.45
Alberto Alcala	3,312.86	Steven Engrav	1,813.78	Roger Melton	913.60	Stefanos LeBrasseur	641.51
Marcus Howard	3,279.21	Maurice Jordan	1,789.01	Brian Wolchok	910.92	Byron Paz	620.62
Mark Beckford	3,248.70	Allan Gilbert	1,767.36	Michael McIntosh	903.79	Fritznel Octave	617.31
Rory Crockford	3,214.68	Arthur Greene	1,732.37	Kevin Appasamy	901.10	Nicholas Rice	616.88
Kasali Kotun	3,207.98	Michael Sheets	1,696.43	Kyriacos Davis	882.61	Scott Latta	610.49
Tasha Tucker	3,128.66	Jackie Alston	1,649.24	John Sparby	871.69	Atta Saleh	608.78
Scott Hanna	3,085.93	Corey Carbon	1,645.96	Jose Sanchez	868.77	William Parmeter	608.38
Steven King	3,080.40	Kenneth Greer	1,616.37	Matt Flores	866.70	Cara DeFiore	605.04
Ronald Rivera	2,908.52	Aldonta Garrett	1,605.25	Rebecca Klebsch	863.48	Evan Holzhauser	601.42
Jared Mlinarich	2,846.01	Matthew Melhorn	1,603.10	Calvin Moore	860.01	JoAnne Marks	595.49
Desi Dimitrova	2,809.72	Delaunda Milner	1,560.67	Joseph Moore	834.35	William Ray	592.06
Hal Herman	2,808.86	Cynthia Romero	1,514.26	Maria Greene	832.05	Thomas Vena	586.31
Andrew Stinnett	2,766.44	I-Perfection Harris	1,451.98	Manuel Gogolin	798.89	Aaron Burke	576.53
Lawrence Hauck	2,711.67	Yvonne Zarathustra	1,420.50	Natalie Soboleva	789.75	Eli Pierce	570.55
James Cunningham	2,675.00	Nicholas Lorence	1,407.77	Samantha Jacobsen	771.33	Carlo Bonifazi	557.33

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Joseph Kuzmanko	\$556.75	James Allen	\$351.01	Amir Sedaghat	\$258.93
Darren Miller	556.18	Robert Reagan	350.06	Craig Strompf	256.83
Dustin Dunlap	555.52	Justin Wilson	349.74	Casey Kunash	246.69
Rencel Jones	555.17	Alek Auxier	343.87	Amie Young	246.07
Allen Nelson	548.31	Shaun McDonald	342.30	Nicholas Bloom	242.58
Brenda Anderson	548.14	Denice Copp	338.79	Nasser Alvarado	242.26
Crystal Mestres	541.96	Seth Raymond	338.64	Michael van Delft	235.95
Evan Wicklund	541.57	Cheryl McLean	338.07	Robert Biser	232.98
Darron Hacker	533.28	Colleen Fisher	336.32	Jean Moser	232.88
Brett McCoy	527.13	Ricardo Garavito	335.54	Alexander Seropian	232.84
Louis Fani	516.50	Hasheim Jones	334.21	Travis Brock	231.59
Alan Weissen	515.07	Kraig Jilje	333.43	Dustin Kiss	230.31
John McCreary	501.16	Michael Cook	330.92	Jason Lobring	225.13
Harmandus Buckle	500.27	Robert Drake	328.10	Anthony Anderson	222.90
Michael Weeder	499.46	Chantal Daigle	327.05	Timothy Clark	222.52
Cody Novak	499.09	Clifton Horton	324.16	Tim Smith	222.32
Jerry Kust	489.31	Cassandra Gordon	317.98	Bernard Coffey	221.81
Dawn McElwain	479.74	Shane Powell	317.17	Brenda Hadayia	220.53
Michael Nelson	476.19	James Hurlburt	317.09	Yadollah Pourjalali	219.45
Patrick Stenglein	473.88	Brandon Braun	315.67	Daniel Eggers	214.52
Jay Newsome	472.99	Maria Esposito	314.82	Amandeep Kaur	212.77
Timothy Watson	472.00	Gregory Easley	313.55	David Ingram	209.89
Augustine Facundo	469.48	Myron Montano	312.64	Beverly Diaz de Leon	203.95
George Lahamedjian	464.20	Seth Randolph	310.61	Ryan Clark	202.34
Beth Snow	459.32	Raphael Bouchereau	305.77	Joseph Flynn	202.17
Jason Schrimsher	457.82	Loralee Vasquez	300.78	Aaron Gebke	200.63
Jennifer Holliday	452.49	Michael Ellis	300.40		
John Charlton	449.45	Steven Stensrud	299.32		
Juan Cardona	443.63	Annette Lucero	295.17		
Antoinette Yellock	442.97	Arlene Grosso	294.48		
Shawn James	428.11	Amanda Deal	290.57		
Ryan Neel	418.07	Kimberly Bird	290.14		
Diego Acosta	414.73	German Pena	289.84		
Kevin Holtz	412.72	Alvin Hagens	289.77		
Raymond Risucci	408.55	Bruce Crowell	289.17		
Corrie Williams	404.79	Matthew MacDonald	286.47		
David Mellies	402.15	Lynn Jones	284.39		
Cynthia Sittig	397.88	Javier Sandoval	283.11		
Alex Grakhov	391.93	Tami Dixon	280.92		
Francisco Zarathustra	386.03	Fredric Nobari	279.57		
Stephanos Afa	386.01	Samuel LaSala	278.00		
Maryam Nemati	382.39	Detreia Glover	276.41		
Robert Williams	381.03	Levar Morgan	272.43		
Erickson Bencosme	372.47	Corey Liles	271.06		
David Walton	370.05	Jarred Sykes	268.90		
Hector Urena	368.36	Matthew Ho	268.72		
Jeremy Welch	361.57	Charles Bradley	268.35		
Cesar McClain	357.35	Lleison Martinez	267.92		
Johan Henriksbo	356.77	Jason Young	266.58		
Michael LiBassi	355.80	Antonio Monica	260.33		
Melissa Friedman	353.93	Kilisimasi Sega	259.87		
Ramin Maghsoud	353.15	Perry Taylor	259.80		

World's Greatest Bonus

Total: \$825,068.03

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Bianca Zaragoza	\$4,998.18	Ryan Kendl	\$1,681.42	Benton Tong	\$1,397.53	Jaime Chaves	\$1,258.29
Max Quasem	4,034.77	Serah James	1,680.82	Michael van Delft	1,392.80	Travis Ammann	1,257.93
Roghie Hassanloo	3,324.05	Joey Kennedy	1,679.10	Helen Taylor	1,392.04	Ryan O'Donnell	1,254.88
Daniel Potilechio	3,014.10	Jacqueline Reim	1,670.68	Joshua Stankovich	1,390.99	Timothy Nolan	1,245.46
William Parmeter	2,992.26	Mary Ann Gaelic	1,669.65	David Boshard	1,386.16	James McLagan	1,240.53
Kevin Davis	2,959.27	Mickenzie Linse	1,669.18	Joseph Kuzmanko	1,384.30	Kristin Garramone-Hager	1,237.35
Brock Lampece	2,945.94	Mark Butler	1,655.33	Danny Mayorga	1,384.05	Haoyu Xu	1,236.88
Gary Howard	2,908.43	Karen Sessing	1,652.28	Ryan Hall	1,383.37	Mark Corkrean	1,235.24
Raymond Angeles	2,763.70	Mark Bleier	1,647.42	Kelly McDonald	1,383.13	Darlyne Exilus	1,234.58
Robert J Dunn	2,587.74	Ryan Clark	1,647.20	Jeffrey Aleman	1,363.33	Ronald Morgan	1,232.02
Kevin Edwards	2,413.76	John Passi	1,639.16	Arnold Pacleb	1,362.34	Angeles Ordas	1,227.83
Tehani Maragos	2,383.06	Lotofoa Taala	1,637.04	Anne Powihongi	1,362.09	Adam Smith	1,225.77
Jessica Santamarina	2,360.74	Chad Brown	1,611.37	Beth Snow	1,361.97	Benjamin Ainscough	1,225.44
Danielle Olsen	2,360.16	Amy Knotts	1,588.65	Brian Allt	1,361.42	Lee van Delft	1,224.63
Zachary Hart	2,345.28	Jalal Nabiyev	1,588.24	Matthew Cartwright	1,358.67	Augustine Facundo	1,222.08
Lily Tchen	2,227.76	Rudi Camenzind	1,583.03	Robert Ulreich	1,358.40	Faith Philbeck	1,214.59
Ed Olfert	2,217.02	Jinzhou Zhao	1,581.18	Eric Brown	1,356.41	Marisa Willgruber	1,211.86
David Gombkoto	2,193.15	Eugene Kashkin	1,572.73	Lamine Diakhate	1,356.13	Anita Facundo	1,211.78
James Aalders	2,159.25	Patrick Christian	1,566.56	Thomas Tulowiecki	1,353.23	Randolph Souliers	1,200.12
Krista Thieme	2,055.43	Sarai Castanon	1,559.11	Michael Perkins	1,351.67	Jonathon Wolfinger	1,196.85
Travis Eick	2,053.36	Marcus Noel	1,552.33	Carrie Mayle	1,350.69	Ross Ewen	1,193.70
Freida Yakubov	2,047.89	Michal Majewski	1,550.28	Gilbert Pollock	1,346.19	Sonia Marin	1,190.82
Ben Halali	2,040.62	Timothy Clark	1,538.40	Ernest Loveless	1,343.67	Limalau Luafalealo	1,188.72
Donald Wold	2,032.13	Alan Rosen	1,526.96	Jose Lomeli	1,341.73	Jun Ma	1,188.28
Kasali Kotun	2,016.15	Juliana Mauga	1,517.16	Natalya Kashevskaya	1,338.30	Danielle Swehla	1,185.08
Johnathon Bunch	1,986.56	Clifford Rene	1,512.62	Leone Tom-James	1,337.34	Aaron Parks	1,170.63
Amy Shui	1,975.42	Omar Hashimi	1,507.50	Evelyn Nkwenti	1,329.70	Timothy Cruise	1,166.55
Marilyn Hilaga	1,972.55	John Ragozzino	1,495.06	Heather Snyder	1,328.76	Kevin Appasamy	1,164.17
Erin Moyer	1,957.84	Peter Kaplanis	1,490.07	Fritznel Octave	1,328.53	Dustin Dunbar	1,163.32
Kevin Hart	1,957.18	Andrew Aaron	1,488.43	Jorell Washington	1,327.73	Alexander Scropian	1,160.77
Patrick Taylor	1,917.95	Maryam Nemati	1,485.79	Ahmad Banat	1,321.90	Pauline Ruff	1,158.86
Clifton Horton	1,908.81	Trish Baraghoush	1,480.45	James Cummings	1,321.84	Nathan Leininger	1,156.82
Vaauflao Robertson	1,891.81	Mark DelGuzzo	1,463.57	Gavin Perreira	1,319.24	Todd Engelson	1,154.08
Glyn Hurst	1,891.14	Robert Simmen	1,457.12	John Hughes	1,315.83	Scott Kim	1,150.60
Ashley Adams	1,868.85	Greg Stewart	1,456.31	Joseph Upplenger	1,313.49	Abolfazl Mohammadi	1,150.21
Jesse Wise	1,857.29	Travis Williams	1,454.49	Colin Gibson	1,312.28	Hanna Taala	1,146.25
Scott Remmey	1,843.50	Benjamin Van Fossen	1,450.72	I-Perfection Harris	1,309.74	Raphael Bouchereau	1,143.95
Maijargal Sukbaatar	1,842.70	Chad Turner	1,442.87	Patrick Moran	1,304.98	Israel Wizenfeld	1,141.09
Kevin Haines	1,839.41	Jerry Williams	1,434.68	Rob Speers	1,301.36	Kevin MacKinnon	1,135.47
Amanda Beyersdorff	1,830.09	Catherine Murphy	1,434.07	Crystal Reeves	1,297.23	Lou Utumapu	1,134.43
Kimberly Riley	1,798.41	Tupulaga Fuaivaa	1,428.34	Andrew Bishop	1,296.09	Daniel Hartwig	1,131.69
Shaelagh Legus	1,796.56	Paul Kagarise	1,427.84	Lima Drysdale	1,286.80	Gregory Myers	1,130.20
Naera Pomare	1,787.15	Amir Sedaghat	1,421.99	Clemon Daniels	1,281.47	Delaunda Milner	1,126.15
Jacob Arias	1,780.32	Kevin Davis	1,417.52	Bradley Kampmeier	1,279.30	Jeremy Harbin	1,120.49
David Ramirez	1,761.77	Kilisimasi Sega	1,409.47	Salvatore Lucente	1,278.30	Dan Pinschmidt	1,119.68
Denice Copp	1,752.14	John Murphy	1,408.19	Jackie Alston	1,275.28	Jeff Spanaus	1,118.63
Jessica Wilhite	1,748.05	Signora Price	1,405.71	Caleb Douce	1,273.81	Robert Granzow	1,117.41
Samson Adelufosi	1,716.90	Juan Cardona	1,403.46	Natalie Soboleva	1,272.11	Gabriela Moreno	1,116.50
Michael Mandella	1,710.63	Benjamin Page	1,401.24	Ryan Clouse	1,268.03	Kraig Jilje	1,115.32
Jeremy Engrav	1,710.36	Scott Hanna	1,399.69	Adrian Moye	1,264.00	Dustin Klingebiel	1,114.67
David Peebles	1,689.64	Christopher Lewis	1,398.80	Andrew Scritchfield	1,263.37	Asa Davis	1,112.39

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jesse Jardine	\$1,110.88	Kenneth Greer	\$957.16	Karen Gagarin	\$840.32	James Isip	\$746.78
Pai Siaoipoulava	1,109.57	Norman Lew	957.02	Helen Papazyan	838.54	Benjamin Mancillas	744.90
Wander Lima	1,109.08	Stephanie Novel	956.70	Spencer Bullock	837.99	Christine Surette	743.55
Ala Awad	1,104.97	Cynthia Sittig	948.56	Patricia Garner	836.64	Brian Morse	743.26
Richard Carter	1,103.11	Jeffrey Emmerson	947.42	Lytoni Brown	836.12	Anthony Pettis	743.04
Justin Adams	1,096.98	Dustin Dahm	939.06	Rosalie Zwicker	832.02	Elizabeth Taylor	742.12
Norman Frick	1,090.38	Jason Lohring	936.51	Desi Dimitrova	828.32	Jeremy Conaway	740.48
Hsiaohsuan Li	1,089.93	Xavier Baudoin-Dajoux	935.32	James Mournahan	825.32	Reginald Patrick	737.85
Vili Falefa	1,085.63	David Beard	934.13	Kai Takekawa	823.78	Lorena Barriere	737.28
Cody Bertke	1,080.02	David Saez	926.48	Terrell Fowler	820.11	Glenn Normand	736.91
Bianca Callender	1,079.25	Ramin Maghsoud	923.49	Rose Spear	819.32	Stephanie Tejada	735.74
Thomas Carver	1,074.58	Maria Hartwick	921.93	Christópher Gardeski	819.28	Tammy Cruz	734.15
Jessica Goodwin	1,068.77	Scott Florin	921.07	Kellen Cuttance	818.31	Byron Leach	734.02
Samantha Chui	1,067.93	Jan Ward	918.67	William Reed	817.61	Ryan Saridakis	727.16
William Wallace	1,067.33	Nicholas Wolle	917.90	Carmine Sistilli	815.54	Brittany Smart	726.41
Angelika Vassilieva	1,059.51	Sherwyn Jeffrey	916.65	Brent Morrissey	814.63	Loralee Vasquez	725.36
Peggy Winston	1,052.84	Joseph Adams	914.04	Darrell Bailey	813.83	Mark McGuigan	722.54
Darshel Hall	1,049.41	Svetlana Belkina	912.77	Tami Dixon	810.10	Jack Wang	722.25
Derrick Mason	1,049.09	Justin Speakman	912.57	Brittney Brown	810.03	Tasha Torain	721.18
Drew Johnson	1,048.62	Patrick Robitaille	912.15	Barbara Corigliano	807.74	Corie Pelcher	717.91
Jason Evans	1,048.14	Peter Szumigala	911.65	David Garbarskiy	807.10	Thomas VanOsdol	711.46
Stephanie Burress	1,046.53	Pamela Ladd	911.24	Jaclyn Lomax	806.15	Andrea Barenholtz	710.00
Casey Kunash	1,044.44	Michael Bromberg	911.13	Michele White	804.55	Evan Dent	707.65
Matthew Guzman	1,042.42	Steve de Moss	909.72	Matthew Coulombe	804.21	Arthur Westergren	706.51
Diego Acosta	1,042.28	Theodore Fawcett	905.03	Maria Lealaialuloto	800.90	Ashley Way	706.28
Stacey Stewart	1,041.50	Corienne Mason	904.94	Ronald Starr	800.82	Douglas Zigby	705.76
Jose Harb	1,040.86	Jose Hernandez-Camarg	902.98	Sherry Dyck	800.49	Jerry Wheeler	704.59
Mele Tagaloa	1,038.62	Steven Stensrud	902.34	Steven Sparkes	798.17	Melissa Losk	702.47
Elvis O'Banor	1,036.29	Alan Sheldon	902.00	Bradford Gallagher	796.03	Brendon Banks	701.45
Rachelle Rhoc	1,033.94	Michael Rivera	899.96	Jaime Rozotto	795.35	Jewmekia Morton	701.37
Thomas Quintalino	1,033.41	Michael McJunkins	894.61	Richard Pasternack	793.22	Anthony Christman	700.62
Julie Aprahamian	1,032.56	Kelly Hopper	894.02	Thomas Soloweyko	788.62	Paul Snyder	699.73
Dmitriy Kagan	1,030.06	Crystal Cannon	893.75	Teresa Butolph	787.74	Ryan Leong	697.98
Michael Weeder	1,026.77	Bernardo Lopez	893.59	Olukushe Mason	784.06	Joaquin Santos	694.28
William Wilson	1,020.65	Josh Wheeler	889.70	Andrew Haskins	783.27	Timothy Mendes	693.57
Darron Hacker	1,014.61	Virginia Dotson	889.66	Crystal Mestres	782.75	Brandi Harnish	691.24
Robert Drake	1,012.90	Daniel Toshner	885.70	Samantha Jacobsen	782.72	Kathleen Ross	690.16
Taneshia Solomon	1,011.44	Theresa Setefano	885.55	Shane Powell	777.83	Sabrina Owens	689.47
Jeffrey Jacobsen	1,010.75	Consuelo Dominguez	885.12	Jon Garrett	777.38	Ryan Phillips	689.36
Victor Rodos	1,006.37	Kevin Holtz	882.77	Wesley Pollard	777.23	Willon Charles	686.71
Herivelto Pereira	1,005.03	Otari Bater	879.52	Suani Tonumaalii	776.79	Daniel Bauer	685.87
Diane Carrion	988.30	Brenton Betts	876.88	Teresa Russell	776.39	Sandra Taylor	685.08
Phillip Bonavida	986.84	Jason Anderson	876.82	Gordon Mooc	773.87	David Harrington	683.77
Paramjit Sangha	985.86	Mario Chavez	876.25	Dawn McElwain	773.82	Sherry Rubio	683.50
Regina Knieser	984.40	Chena Blair	876.23	Benjamin Larson	771.68	Lucille Benitez	683.09
Jason Albertz	978.61	Perry Taylor	868.44	Eric Trautman	770.48	Reynaldo Garcia	683.01
Richard Woodly	976.26	Olivia Mahieu	866.04	Roger Weisman	769.02	William Lymber	682.80
Rajeev Arora	975.25	David Moir	862.29	Adam Smith	768.78	Jason Bratin	682.69
Melanie Johnston	975.19	Debra Bell	859.87	Jamison Weatherspoon	768.44	Robert Harris	680.62
Kara Snyder	974.26	Junior Bontemps	851.97	April Payne	767.03	Syed Hashim	678.21
Russell Morris	973.16	Nicholas Bloom	848.80	Charles Wachuku	766.39	Tracy Thomas-Shell	678.16
Agatha Safford	970.94	Kyle Black	847.13	Kristi Vang	756.08	Nicole Rayner	677.66
Shamina Chowdhury	967.08	Michael Williams	846.92	Christopher Lockrem-Iddiols	756.05	Daniel Doyle	675.22
Jenny Sample	964.45	Timothy Kieran	845.97	Rufus Cathey	754.24	Dustin Dunlap	674.35
Jay Newsome	963.53	Steven Rotherforth	845.61	Asghar Sajjad	749.81	Humberto Quintero	673.54
Dorian Brown	962.36	Gregory Hayman	843.26	Jamie Winkler	748.39	Khadija Evans	672.72
LaDawn Meador	960.43	Kyriacos Davis	842.73	Bradley Cossin	747.67	Moncef Boudhaimi	671.82

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Daniel Smith	\$670.49	Kimberly Lewis	\$587.39	Evan Wicklund	\$521.86	Michael Perez	\$470.49
Sundeeep Grewal	669.85	Sharon Castellano	586.41	Keith Litterst	521.33	Gregory Perdriel	470.22
Amber Wallace	669.22	Christopher Custer	586.35	Maria Esposito	519.97	Tia McCutcheon	466.48
Stephen Scheri	668.48	Charlene Losse	585.73	Jason LaPorte	518.76	Alexander Paoloni	466.04
Chanel Mendoza	666.87	Arcadio Carrion	583.44	Wendell Dingle	516.26	Shawn Holden	463.31
Adrian Bullens	666.24	John Bacaron	581.42	Oscar Rubio	513.95	Chad Panzer	463.03
Margaret Higgins	664.25	Silvia Cruz	577.62	Cathleen Keith	513.49	Herman Fennell	461.79
Donald Lowes	663.36	Geoffrey Bowers	576.64	Michael Collier	513.44	Christopher Freter	461.64
Christopher Comer	659.85	Justin Hruby	575.04	Seyed Shahravar	513.05	Jose Rivera	461.42
Donald Hall	659.07	Ricardo Subero	574.67	Rowena Flynn	512.28	Tammy Zagata	461.23
David Farroway	658.04	Renato Cabamongan	574.10	Joseph Roszman	511.12	Lura Diaz	460.42
Ramon Herrera	653.07	Cameron Dager	572.96	Calvin Myles	510.51	Nathan Cook	458.54
Twana Tucker	652.79	Michael Boyer	572.67	Ryan Forster	510.37	Kevin Ishikane	457.30
Diane Crawford	648.54	Nicholas Rice	571.84	Reshma Supersad	509.99	Harley Williams	455.06
James Erickson	646.13	Mandy Roark	570.44	Jerid Ferranti	509.97	Cynthia Romero	455.02
Jonathan Tomko	645.43	Amr Shater	568.84	Ryan Neel	509.73	LeTasha Truesdale-Pough	452.74
Cyndra Gather	643.40	Eili Boulo	567.54	Joshanda Osborne	509.41	Philip Currie	452.68
Rexford White	643.27	Ivan Leigh	567.12	Courtney Rogers	509.20	Brianne Jablow	452.40
Jason Cabamongan	642.93	Bruce Davis	567.08	Jonathan Smart	507.33	Mauri Martin	452.15
Mario Rodriguez	642.66	Andrew Cauley	566.92	Faasasalu Nanai	506.47	Jefonda Neal	451.03
Jeffrey Medina	641.91	Harmandus Buckle	566.00	Clayton Menezes	505.19	Juanita Pittman	449.39
Vishwamitra Chetram	635.08	Michele Kazyak	565.95	Nikki Woods	504.84	Debbie Romero	448.93
Donna Carson	633.52	Ana Sime	563.10	Evan Ludwig-Kilkus	503.65	Jeffrey Higgins	447.50
Stephanie Poe	633.47	Douglas Prentice	561.28	Andrew Degenhart	502.00	Bill Duncan	445.80
Ada Deniz	632.32	Melissa Schroeder	559.42	Mary Hoftiezer	500.31	Mike Hudnall	444.42
Paul Johnson	631.85	Tony Flinn	557.73	Martin Noble	499.75	Lee Croft	444.19
Brian McTear	629.59	Ralph Travis	557.68	Joseph Valentino	498.60	Scott Godar	444.00
David Rich	628.50	Quanita Baxter	556.87	Samantha Graff	498.43	Kevin Verbeck	442.80
Thomas Roberts	627.77	Cassandra Gordon	556.80	Dichita Warren	498.22	Salvatore Pennisi	439.76
Joshua Sherman	627.24	Matthew Armellino	555.86	Telly Wilson	497.50	Yeni Losano	439.48
Sharif Grays	626.52	Carmen Robinson	555.67	Simone Allen	497.18	Hyungjun Kae	437.59
Mallorie Marshall	625.88	Christopher Hirt	554.48	Amelia Zeiger	496.57	Winston Graham	437.56
Carlos Hernandez	625.36	Kimberly Bautista	553.38	Nicole Rim	495.19	Jayne Herrick	437.46
Ryan Catlett	623.92	Tyson Rahrig	552.60	Demetria Holmes	493.22	Trevor MacKay	436.68
Jeffrey McVay	623.59	Cynthia Blowe-Miller	551.79	Troy Plummer	491.81	Aislin Azcona	436.31
Melissa Flanagan	622.88	Lleison Martinez	551.27	Jerald Pickens	491.63	Sukhdev Mann	435.15
Ariana Schubert	622.16	Andrea Yee	546.63	Laura Bosse	491.43	William Teeter	434.36
Katie Chetwynd	620.58	Gerald Thomas	546.18	Jesse Reeder	490.18	Seigfred Williams	432.65
Patrick McGonigle	620.34	David McMullen	545.76	Damien Fortson	490.16	Danielle Pease	432.05
Beau Springer	619.94	Ma Theresa Patrocinio	544.57	Norbert Medina	488.76	Timothy Peters	429.21
Daniel Hanson	619.62	Matthew Ciampini	537.58	Mike Argersinger	486.11	Ernesto Rosales	428.86
Amy Coles	618.22	Juanita Too	536.40	David Cohen	484.94	Lance Self	428.64
Amber Sides	618.20	Bryan Matthew	535.83	Stephen Archer	483.79	Jacob Blumenfrucht	426.18
Michael Cook	615.90	Joseph Tumbaga	535.72	Joseph Geer	483.36	Jason Schrimsher	425.26
Sean LaCroix	614.40	Charlene Holmes	535.52	Matthew Nereng	483.03	Robert Atterbury	422.88
Steve Dicken	613.31	Andrew Gallegos	535.05	Joshua Eckert	482.73	Dustin LaRoche	422.82
Lesina Ah Sue	612.39	Phillip Jenkins	533.24	Julius Baker	482.30	Jean Badio	422.71
Joshua Holley	610.76	Magda Figueiredo	530.76	Matthew Glasgow	481.01	Joshua Lenix	421.86
William Charnow	608.96	Mickey Flinn	529.82	Derrick Kittle	478.69	Lawrence Doiron	421.33
Sharon Brenner	607.03	Willie Hayden	529.48	Justin Nevitt	477.05	Jarrod Turner	421.28
Barbara Stillwell	605.15	Renata Szwab	529.43	Brian Blair	476.02	Matthew Court	419.39
Ricardo Garavito	604.96	Arthur Carter	529.12	Richard Dyer	474.95	Felix Berger	418.89
John Charlton	599.24	Mark Harhager	528.75	Chantal Daigle	474.58	Zane Rohatensky	418.56
Eric Angelino	598.20	Amie Young	526.30	Jennifer Duke	473.85	James Seaborn	415.28
Tina Parry	595.60	Michael Bagueer	524.96	James Knowlton	473.31	Veru Leus	414.72
Mindy Rosenberger	591.92	Steven Yun	524.70	Anna Vaculikova	473.14	Gerald Miller	413.66
Edward Jordan	587.89	Myron Montano	522.06	Leizle Udarbe	472.96	Richard Nypower	411.96

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Nicholas Parker	\$411.80	Gevorg Yanukyan	\$371.21	David Mellies	\$324.50	Jimmy Nanratana	\$284.33
Landon Green	410.35	Joseph Flynn	369.06	Amy Buskas	324.20	Thomas Craig	283.26
Michael Carter	410.30	Ronald Gamble	368.46	Julianna Jones	323.72	Jeremy Lazar	282.80
Regina Stingley	410.30	Crystal Gustin	367.93	Dayan Solis	323.52	Byron Saigusa	282.70
Justin Germany	408.84	Robert Appel	367.74	Ghina Malaney	322.77	Kelvin Chu	282.47
David Honey	408.80	Cbyrd Lucas	367.70	Robert Biser	322.15	Mark Peltz	281.61
Nabeel Shaikh	408.55	Caffery Lane	365.67	Travis Vandenberghe	321.25	Michael Dolan	279.33
Tiffany Pikula	408.14	Jennifer Holliday	365.43	Livingston Reid	321.09	Eric Edwards	279.22
Lori Dacyk	407.86	Ryan Ousley	364.48	Katsia Paul	320.97	Jeremy Welch	279.16
George Sturge	407.17	John Sparby	364.19	Hank Gordon	319.86	Gregory McMeckan	278.55
Priscilla Arenas	406.26	Jack Holton	364.06	Colleen Goodine	319.79	Larry Finch	277.26
Mathew MacCannell	405.56	Carolyn James	363.75	Bianca Allen	318.25	Jesus Gonzalez	276.93
Joy Howard	404.54	Nicholas Patterson	362.62	John Nichols	317.30	Sepia Smith	276.38
Jennifer Demarest	404.17	Curt Snow	361.30	Stephen Richard	317.22	Charles Tucker	276.12
Mario Hernandez	402.95	Christopher Acciari	361.28	Russell Snow	317.15	Anthony Kinzler	275.87
Loran Maszton	402.38	Mary Jo McManus	360.16	Rafael Sawin	314.48	Ahmad Hanif	275.46
Tim Smith	400.36	Harvey Livschitz	358.78	James Huber	314.47	Alex Hernandez	275.17
Ernesto Magat	398.56	Wilson Kirven	358.73	Rosemary Fleming	314.33	Michael O'Rourke	275.06
Terra Norton	397.21	Brenda Howell	358.43	Justin Wilson	313.64	Peter Soybel	274.90
Muriel Fletcher	396.65	Marcus Oliver	356.80	Ruben Fuentes	312.66	Adam Elliott	274.85
Arlene Chavez	395.53	Raul Castaneda	355.92	Lisa Mullnix	312.59	Andrew Queen	274.76
Clifton Crockatt	393.99	Todd O'Neill	355.78	Bonnie Williams	311.58	Jerry O'Reilly	274.61
Dabney Cutcher	393.01	Nadia Lakhani	354.33	Tommy Penson	311.46	Michael Burningham	274.27
Aaron Haskins	392.61	Ariel Fleming	353.89	Candice Smith	309.08	Dick Nakatani	273.57
Terrence Wagner	392.40	Troy Turnbow	353.87	Shannon Andrews	308.54	David Figge	273.39
Nicholas Richardson	391.58	Gary Jones	352.42	Kate Shchepanskiy	308.25	Zach Luhr	273.31
Norman Acheson	390.32	Divine Chiangeh	351.39	Gia Toaltoa	307.53	Matthew Girard	272.36
Sheena Littlejohn	390.14	Shawn Eliuk	349.87	April Butler	306.25	David Kellebrew	272.21
Kade Taylor	389.45	Roseanna Cardelli	349.39	Arlene Grosso	305.58	James Conley	272.16
Ronelo Ibanez	388.87	Steven Edgell	349.36	Diana McNair	304.07	Ronald Berube	271.53
Kevin Brown	388.42	Amy Daniel	349.10	Jean Moser	303.85	Amuia Teo	271.00
George Cunningham	388.12	Marina Kokorina	348.98	Thomas Fujii	302.70	Christopher Achey	270.90
Darryl Albert	387.40	AshLynn Orng	348.74	Jamie Holland	302.58	Manuel Sanchez	270.13
Jeremy Henretta	387.06	Fred Ellis	346.44	Hildegard Toleafoa	300.62	Jenevivi Vargas	270.05
Marc Younger	386.96	Elise Haley	345.89	Clee Smith	300.46	Maria Diringar	270.03
Al-Karim Walji	386.62	Jonathan Davis	344.15	Edouard Saint Pierre	300.12	Jo Karr	269.46
Priya Lott	386.10	Shaun Rice	344.13	Krystle Gontz	298.30	Joseph Larsen	269.43
Savanah Ekman	385.40	Marshall King	342.87	Gabriel Feldmann	297.84	Cacia Galiano	269.21
Musa Yasin	385.13	Jocelyn McFarland	341.83	Patrick Wright	297.07	Jerry Moore	269.21
Andre Bishop	381.57	David Moritz	340.73	Ronald Barren-Williams	296.88	Scott Pearce	268.81
Terris Terry	380.88	Brookalyn Stillwagon	339.59	Rose Le	296.70	Poto Siakisini-Lauaki	268.55
Darrell Misner	380.59	Amanda Voelz	338.94	Estelle Butts	296.40	Ryan Sidwell	266.40
Napoleon Lattimore	379.00	Stephen Jubrey	338.55	Consuelo Pearson	296.33	Michael McCoy	266.02
Patricio Mamacly	378.60	Ini Augustine-Akpan	336.49	Ahmed Uddin	296.30	Chris Hoey	265.07
Benjamin Pitts	378.44	David Stewart	335.85	David Kuntz	295.12	Robert Reagan	265.06
Alissa Dvorak-Halcom	378.20	Marchon Tatmon	334.60	Jeffrey Hagan	295.06	Ana Martinez	264.76
Anderson Sooknanan	377.67	Josefina Bernal	333.47	Lafaele Iuta	295.05	Keith Green	264.73
Bradley Ellison	376.29	Jordan Buzil	333.23	Gracie Eusebio	294.93	Adelfa Parinas	264.58
Larry Adebessin	374.74	Barbara Geier	332.68	Ryan Goodwin	294.75	Rangitoto Manguatai	264.51
Ramon Navarro	374.12	Hugo Chavez	332.38	Mickey Beaver	293.70	Kenneth Collins	263.06
Michael Antognoli	373.84	Brian Sundberg	329.68	Paul Samra	290.40	Erez Shabtay	261.89
John Fey	373.74	Nicholas Engrav	328.35	Zac Dajos	289.85	Ruben Soberanes	260.93
Joshua Atwood	372.44	Valeriya Kolb	327.18	Peter Lenk	288.67	Stephanie Kies	260.59
Debra Walton	372.41	Masofa Falefatu	326.52	Robert McNutt	288.60	Jacqueline Kabluyen-Mitchell	260.21
Paul August	371.82	Maryna Danielian	325.63	Holly Cook	286.90	Dora Reid	259.95
Julia Cramer	371.73	Julie Hallgren	325.61	Rita Haidinger	284.70	Theodore Sauder	259.61

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Meredith DiVita	\$259.54	David Melhaffie	\$233.53	Harold Canter	\$215.78
Dianne Thomas	258.52	Paul Teko	233.27	Brandon Rugg	215.21
Felix Hernandez	258.02	James Kuhagen	233.24	Emma Graham	214.90
Keith Childers	257.71	Kelly McKibben-Fry	233.03	Mark Foland	214.20
Lily Shipley	257.54	Lisa Kahan	232.96	Parvin Fathi	214.09
Vicente Alaniz	257.32	LaToya Richardson	232.84	Brian Walker	213.85
Jerrell Johnson	256.63	Brenda Anderson	232.60	Daniel Kolbrich	213.73
Joseph Schroeder	256.12	Linda Byas	231.70	Desiree Diaz	213.47
Dustin Huston	255.75	Erika Speed	231.68	Jeremy Eichas	213.31
Jorge Sanchez	255.63	Daina Winningham	231.30	Edward Rangel	211.50
Christopher Rossman	255.08	Rodney Jackson	231.20	Rebekah Poole	211.10
Mildred Hinkson	254.25	Shannon Butcher	231.19	Robyne Martin	210.62
Sofia Kyritsis	253.89	Justin Jonsdottir	231.04	Jared Bock	210.21
John Fant	252.84	James Reilly	230.97	Steven Uong	209.92
Michael Graham	252.06	Leonard Brooks	230.55	Jennifer Swearingen	209.77
Dillon Lupton	251.10	Christopher Williams	230.40	Nancy Myers	209.68
Bryan Dickens	250.84	Lynda Williams	229.93	Douglas Bauknecht	209.58
Keith Ligions	249.42	Anthony Carney	229.73	Nellie Johnson	209.47
Linh Phanroy	249.36	Larvania Bowers	228.94	Seth Raymond	208.91
Lori Simpson	248.78	Richard Sprigg	227.36	Larry Daniel	208.13
Travis Yocum	248.00	Bernard Oliphant	227.08	Michael Payne	207.96
Curtis Proebstel	247.86	Mallory Green	226.85	Stefan Johannsson	207.82
Malia Tuitama	247.74	David Pennington	226.56	Deana Boehm	207.42
Daniel Scott	247.65	Daniel Greenlee	226.44	Eric Miller	207.32
Audrey DeLoach	247.35	Denis Miklasevskij	226.36	Kristina Hansen	206.29
Juan Reyes	247.32	Sean Dixon	225.22	Chauncey Abney	206.05
Venus Ross	246.71	Matthew Piccirillo	225.00	Frank Cousins	205.42
Carol Holt	246.58	Marvin Chalwe	224.43	Stephanie Newkirk	205.39
Nicholas Walsh	246.54	Gagandeep Klair	224.25	Eugene Wolfe	205.38
Breonica Turner-Duff	245.96	George Jones	223.65	Mikeshia Walker	204.37
Kent Zadko	245.58	Joey Sales	222.86	Latoya Maynard	203.96
Debra Hepp	245.52	Teresa Heupel	222.83	Robert Simmons	203.74
Maria Greene	244.16	Donald Bolieau	222.20	Gleb Ostrovsky	203.68
Travis Price	243.99	Katelynn Harger	221.92	Anthony Mutter	202.56
Lawrence Adams	243.72	Ryan Tucker	221.80	Gabriel Manzo	202.50
Peter Chan	242.76	Patrick Parisi	221.77	Tanica Session	202.02
Joan Giron	241.99	Athar Sheikh	220.79	Alba Wandurraga	201.20
Joseph Dantzic	241.16	Charles Mickens	220.72	Richard Petrarca	200.75
Carol Maina	240.76	Stephanie Puett	220.62	Samuela Matelau	200.54
Kyle Klipp	240.22	Thomas Parker	220.55	Ralana MacDonald	200.50
Michael Rome	239.93	Felili Maiava	219.76	Seth Holmberg	200.42
Jeffrey Huxtable	239.64	Brian Wallace	219.75		
Tony Nguyen	239.51	Timothy Cameron	219.40		
Nese Tufuga	238.95	Spence Schramm	219.30		
Jason Oliver	238.20	John Martin	218.40		
Bradley Kincaid	237.22	Kathryn Johnson	217.90		
Nestor Peralta	237.20	Oshea Davis	217.85		
Joshua Bagi	237.08	Christopher Venditti	217.65		
Earle Harris	236.69	Cedrick Jones	217.35		
Richard Siddells	236.42	James Raymond	217.18		
Bethany Hudon	235.35	Adam Wolfe	216.69		
Mike Summers	235.18	Joseph Narcisi	216.69		
Bryant Maddox	234.43	Joshua Lageman	216.54		
Bruce Viaje	234.17	Ezra Randle	216.50		
Eric Hayman	234.13	Rory Crockford	216.13		
Faamanuia Milo-Pereira	234.06	Carl Robinson	215.97		

Reinstatement Bonus

Total: \$46,340.69

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$3,902.29	Claudia Baba	\$645.54	Eli McKenzie	\$420.81	Daniel Potilechio	\$308.67
David Jackson	3,452.19	Heidy Morataya	620.98	Daniel Valenzuela	404.76	Nancy Crampton-Brophy	298.14
Allan Gilbert	1,805.10	David Wang	585.78	Jean-Michell Hardee	395.82	Michael Laramie	294.57
Lance Martin	1,795.28	Christopher Stephens	582.26	Michael Bromberg	391.46	Tamara Hawes	287.25
Anthony Coleman	1,739.40	James Larkin	542.67	Joaquin Santos	361.17	Clayton Menezes	279.12
Peter Kaplanis	1,529.23	Olaf Johnson	526.81	Beth Snow	359.46	Mario Chavez	279.00
Nabil Spahi	1,381.83	Jason Lobring	476.90	Lawrence Turk	346.50	David Thornton	275.64
Frank Kolligian	1,364.36	Norbert Medina	469.01	Ryan Tucker	339.27	Diane Carrion	247.17
Lawrence Dennis	1,355.84	Matt Flores	460.38	Balvino Cardoza	337.50	Travis Brock	241.65
Arthur Westergren	962.36	Al-Karim Walji	455.16	Deumka Langford	324.12	Colin Gibson	223.89
Elvis O'Banor	790.77	Amie Young	442.02	Cameron Dager	316.29	Hank Gordon	207.75
Earnest Loveless	745.13	Susan Bergh	437.79	Diana McNair	314.34	Larry Adebessin	203.91
Thomas Parker	737.40	Carlo Bonifazi	429.27	JoAnne Marks	312.42		
Karen Gagarin	705.03	Wendy Cox	428.91	Thomas Soloweyko	311.55		
Ronald Friedlander	699.83	Zeve Katz	425.64	Amanda Deal	310.29		

*All qualifiers listed achieved at least \$200 in bonus totals

Public Relations Bonus

Total: \$22,556.47

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Robyn Ferraro	\$2,264.25	Vivian Dwyer	\$884.95	Dick Case	\$383.00	Sue Akers	\$225.00
Mark Gagliardi	2,138.00	Darrell Dorey	769.00	Malka Arony	383.00	Fran Christie	218.50
Al Wall	1,983.55	Sandra Johnson	729.75	Ashley DesJardins	339.00	Mario Soljan	214.50
Timothy Leary	1,956.50	Amanda Mlinaz	685.50	Leo VanDenBussche	323.75	Susan Cooksey	207.00
Larry Lozano	1,509.00	Linda Stadler	627.75	Stephen Crockett	271.50		
Robin Andrade	1,082.40	William Verbeten	498.00	Brenda DiSomma	235.00		
Marilyn Gonzalez	886.00	Karen Apgar Scholz	474.00	Gabriela Berloni	231.00		